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International Commerce

March 29, 1965

Pacific International Trade Fair Lima, Peru

Oct. 30-Nov. 14

Business Bulletins *from around the world*

AFGHANISTAN—Agreement signed with Germany for construction of hydroelectric project costing about $22.5 million at Mahipur, to be financed from $50 million line of credit extended by Germany in 1963. Completion scheduled around end of 1966.

Spinzar Co., cotton growing and processing company, plans to build second oil seed extraction plant in Kunduz. Announcement follows signing of $2 million loan agreement between Government and Great Britain for similar facility at Bost.

BELGIUM—Retail price index for January reached 122.51 against December index of 122.16 (1953 = 100). Rise triggered wage increases averaging about 2.5% for some 125,000 workers.

Renault of France awards contract to Ateliers de Construction Electriques de Charleroi (ACEC) for complete planning, construction, equipment of induction melting installation at foundry in Lorient, French Brittany. New installation with eight four-ton induction furnaces for iron and steel and one 1.5-ton induction furnace for special steels will be largest of its kind in Western Europe; will produce majority of Renault's iron, steel castings.

BOLIVIA—Under U.S. program of assistance, 68 kilometer road project from La Paz to the Tipuani-Guanay-Alcoche area, begun by President Barrientos. When finished, project will complete link of surface access roads from La Paz to Tipuani mining region with gold reserves estimated at between $1 billion and $3 billion. At present, all mining equipment, supplies flown to Tipuani from La Paz, or transported by mule-back. New road will greatly cut the cost of gold mining operations, benefit 3,000 farm families in the area. These two sectors of economy basically important to country's economic development.

COLOMBIA—Marathon Petroleum de Colombia, Ltda., to explore, develop 76,514 hectares of the DeMares Concession in Santander with Ecopetrol, the State-owned oil company. Ecopetrol to receive 59% of petroleum produced after exploration and 19% royalty for use of land.

GREECE—Ministry of Public Works effects 17% increase in loading, unloading charges at Port of Piraeus. Handling charges payable by local merchants.

Macedonian Paper Co. S.A., Patras, plans to establish large paper manufacturing, paper converting, woodpulp plant at Thessaloniki. Plant to employ 2,600.

MALTA—Government allocations to be spent under Second Five Year Plan 1964-69 total approximately $14.7 million. Projects receiving largest allowances are industrial development, approximately $2 million; electricity, approximately $2 million; public works and building, approximately $1.4 million; tourism, approximately $1.3 million; roads, approximately $1 million.

NETHERLANDS—January imports amounted to $553 million, down 6% from January 1964. Exports over comparable period climbed 6% to $476 million.

NEW ZEALAND—TEAL, country's only based international airline, to become *Air New Zealand* after March 31. TEAL to be retained as brand name for commercial purposes. Change in name made to identify airline more closely with country in international field.

PERU—$22 million fertilizer plant to be established, possibly at Paita, in joint venture by Cerro de Pasco, Northern Peru Mining Co., British-controlled Empresa Petrolera Lobitos, and unidentified Peruvian interests. Lobitos plans to use natural gas from its concession in La Brea-Parinas area as basic raw material.

PHILIPPINES—Delta Manufacturing Corp., one of Far East's largest, most modern integrated meat processing plants, opens officially this month. Plant located on outskirts of Manila has capacity for handling 1500 cattle and 5,000-6000 pigs per week. Inadequate domestic supplies require import of 1,000 head of cattle from Australian suppliers each month. Imports of pork, pork products, fresh beef likely to decline but U.S. export prospects for briskets, other low class beef to Philippines for manufacture of canned corned beef are promising. Demand for stew beef, roast beef, luncheon meats also rising.

SWITZERLAND—Bern Grand Council approves $126,165 appropriation to enlarge Bern-Belp airport. Lengthened runways to permit new feeder service for Bern.

Government receipts hit record level of $1 billion in 1964, 19% increase over 1963.

Zurich International Airport handled more than 2 million passengers in 1964—8% increase over 1963. Freight traffic was up 10%; mail 7.8%.

TURKEY—New plant at Mersin for assembly of Leyland trucks scheduled to start operations in April. Plant's capacity will be 50 trucks a month.

UNITED KINGDOM—Board of Trade reimposes 65,000 ton global quota licensing arrangement for imports of refined sugar for March 15 - Sept. 15 period. Raw sugar imports not affected.

VENEZUELA—Number of registered new private industrial projects increased sharply during 1964. Total 113 projects representing planned $30.9 million investment registered, 4,000 new jobs created, compared to 73 new projects, $27.7 million investment in 1963. Expansion plans announced by 63 firms in 1964, totaling $25.8 million. Some items to be made for first time are cutlery, tableware, hydraulic pumps, spare parts for tractors, bicycle valves, piston jackets for diesel engines, latex gloves for industrial uses. Largest investments to be for slaughterhouses, wool fiber joints, agricultural machinery, special dietetic milks.

ZAMBIA—Value of mineral production rose by 20% in 1964 to record $420,000,000.

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the cover

They come from all over Latin America when it's time for the Pacific International Trade Fair in Lima—the native Indians in traditional costume, the managers of department stores, directors of hospitals and health clinics, and hundreds of others intent on finding out about U.S. products. The United States has started a program to sell more to developing countries, and the fair in Lima marks the campaign send-off. See pages 2 through 7 for a report on this campaign and the Peruvian market.

International Commerce

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NEW PROGRAM

Hard sell at Lima fair

Peru selected as site of start of new South American sales drive to be launched in October

The United States, in a new program to sell more to developing countries, will start the new campaign this fall in Latin America with an exhibit at the Pacific International Trade Fair in Lima, Peru.

An estimated 50 U.S. firms will show their products to South American buyers at the Oct. 30-Nov. 14 show. Automotive service and repair equipment, metalworking machines and hospital equipment will be featured.

Peru's Pacific International Trade Fair is rapidly becoming South America's outstanding sales event. All Western European countries except France, plus Japan, Australia, Czechoslovakia, six Latin American countries, and the United States will mount commercial exhibits this year.

The Fair, held biennially in Lima, attracts virtually every buyer in Peru. Large numbers of buyers from nearby Chile, Ecuador, Colombia, and Bolivia also will be there. At the 1963 show registered foreign buyers totaled 8,000. Approximately 2,300 firms exhibited, 750 of them Peruvian.

Outlook for all three categories appears bright.

Still running strong

In Peru, import duties on new cars are heavy, topping 100% of the landed price. For this reason, motorists hang on to their old cars, some of them for as long as 25 years. Consequently, there is a strong need for service and repair facilities, especially in the Lima area.

The automotive population in Peru totaled 193,192 at the end of 1963, a 30% increase above the 1961 figure of 150,000. In addition, there are approximately 6,000 motorcycles and 76,000 farm tractors.

The number of automotive vehicles is expected to continue to grow, and a dozen internationally known automobile manufacturers have asked for approval to set up assembly plants in Peru.

U.S. exports of automotive service equipment and mechanics' tools to Peru totaled $667,000 in 1963. (Service and repair equipment, $400,000, tools and jacks, $267,000.) Introduction of an automobile assembly industry in Peru should boost these figures considerably.

Several of the manufacturers planning to enter the Peruvian market are expected to begin production this year—a situation which will create a strong short-term demand for metal-working machinery.

The firms planning to open operations this year are Ford, General Motors, Chrysler, American Motors, Volkswagen and International Harvester.

The Peruvian Government says that 10% of the components must be Peruvian-made during the first year, and 30% at the end of five years. Right now, Peru manufactures only tires, batteries, oil filters, springs and brake linings.

Other markets, too

In addition to this special sales opportunity, there are a number of other metalworking markets in Peru.

The Chimbote Steel Mill is going to expand its capacity of rolled products from 60,000 tons to 250,000 tons annually. The installations to be expanded are a blast furnace with a daily capacity of 500 tons, and two oxygen LD converters with a capacity of 25 tons each, plus a plant for continuous separation. A rolling mill capable of converting its total ingot output into a wide range of plane products is also planned.

Metalworking industry

Peru's metal converting industry is growing rapidly. Today, this industry produces metal furniture, doors, windows, and frames, ships, mining, fishing, and agricultural machinery, refrigerators, stoves, and several other items.

Peru's metalworking industry is characterized by a large number of small shops in which repair work is more important than manufacturing. Nevertheless, a considerable part of the gross output of some shops is in manufactured articles.

Demand consists largely of the smaller, lighter, cheaper, and general purpose equipment, such as lathes, grinders, small milling machines, shears, rolling, bending, and forging equipment; gas and a.c. arc welding equipment and welding rods; small shop facilities for tempering, case hardening, annealing, salt bath furnaces, induction and other high frequency apparatus, and powered hand tools.

U.S. exports of metalworking machinery and equipment to Peru reached $1.6 million in 1963, an increase of 45% above 1959 levels of $1.1 million.

Plan more hospitals

In 1964, Peru announced a program to expand its hospital and public health facilities. Plans call for investments of almost $15 million.

Six new hospitals with 685 beds will be built, and 27 others will be remodeled and re-equipped. An additional 14 health centers for outpatient care will be built and equipped. Mobile units will be included in each of these for serving rural areas.

An additional 112 medical posts and 75 sanitary posts will be constructed.

Since virtually no medical and hospital equipment is produced in Peru, Peruvian imports of medical equipment are expected to rise substantially.

Peruvian present consumption of medical, dental, and hospital equipment is estimated at $3 million yearly, most of which is imported. Total Peruvian output, largely bandages, furniture, and glass ampoules, is estimated at $250,000.

The United States is the largest supplier with approximately 40-47% of the market. However, German, British, and Japanese competition is stiffening.

Major consumers of medical and hospital equipment in Peru are Government hospitals and medical posts (40%), private hospitals and clinics (30%), hospitals controlled by charitable institutions (20%), and doctors and dentists (10%).

Demand exists for a broad range of medical, dental, and hospital equipment in Peru. Among others, sales possibilities are believed to exist for the following:

Operating room equipment and surgical instruments; diagnostic apparatus, including electronic; portable X-ray machines and fluoroscopes; pre-sterilized and disposable needles, syringes, surgical blades; cardiac equipment—monitors, cardioverters, cardiometers, and defibrillators; blood analysing systems and blood pressure and urological instruments; resuscitators, oxygen tents; ultrasonic washing equipment; needle-less injectors for immunizations; laboratory instruments and microscopes; and prosthetic devices.

SEARCH FOR A PARTICULAR PERSON

Seller must reach buyer

Forward spirit of Peruvian Government is reflected in national business activities

By JOHN MIDDENTS
Exhibit Manager

Unnecessary final adjustments occupy the few minutes before Fair opening time; the important decisions of last positioning are completed; perfectly tuned motors receive yet another infinitesimal turn of the dials and already immaculate displays will get one more ritual whisking. I will be watching the flurry of these activities and be making a habitual check of the knot in my necktie when the Fourth International Fair of the Pacific opens in Peru on October 30.

During the last Fair, two years ago, I was in the capital, Lima, as part of the Department of Commerce's team who manage United States exhibitions at such international fairs. While the U.S. Pavilion was being erected, during and after the Fair, I made some observations that may be pertinent to prospective participants.

The previous exhibit featured demonstrations which provided proof that our imaginative machinery and services were adaptable to Peru. But offering practical solutions to complex problems of Latin America is not enough. To sell sophisticated equipment it is essential that the seller show these concepts to a particular person or group who is qualified and empowered to make purchases.

I recall one of the exhibitors who prepared for entry into this market by producing an attractive mail promotion folder. It dealt specifically with Peru's geography, history and economy. Nonetheless, it failed to produce sales leads. This company representative soon found that by utilizing the American Embassy he could identify the sales prospects. The Commercial Attaché in assisting him in making the necessary personal contacts also stressed that a personal approach is important in most South American countries. He knew that Peruvian businessmen are extremely sensitive to the "pleasure" of doing business. My friend's personal contacts were effective. His invitations were accepted with alacrity and before long I found him leaning over the exhibit railing extending a hand to bus-loads of students whose sole interest in the Fair was his display.

Peru's President Fernando Belaúnde Terry, was among interested visitors to my friend's display. His questions and comments were not the usual banalities common to exhibit walk-throughs. Rather, the President's remarks were penetrating and revealed both his graduate training in architecture at the University of Texas and the consuming interest he has in bringing about social reforms. Fast-moving progress in these areas is already apparent in such spectacular projects as housing developments, schools, roads and tunnels, and water control. The moving of mountains and lakes is spectacular but the people of Peru identify even more directly with the word "Adelante." This Spanish word means "forward" and is Belaúnde's political rallying cry.

The spirit of "Adelante" is not only moving mountains for roads, burrowing tunnels for new rivers but it has also enlisted Peru's huge peasant population.

THE PRESIDENT OF PERU, Fernando Belaúnde Terry, pays close attention as an American exhibitor explains details of a water reclamation device exhibited at the last Lima Pacific International Fair.

PRESIDENT BELAÚNDE TERRY looks over another exhibit. The President, who did graduate work in architecture at the University of Texas, showed more than a passing interest in many of the technical displays.

Being in the country one finds many examples of how the President gives meaning to such phrases as "the Conquest of Peru by Peruvians." One evening while in Lima's downtown streets I heard shouts of "Be-la-ún-de." Soon the unmistakable noise of thousands of people walking through the streets filled the cool night air. It was a strange parade that moved by. For although it had a festive air there were no costumes. Instead of streamers or horns these marchers carried new spades or hoes on their shoulders. Some pushed wheelbarrows full of machetes. They were headed to the Presidential Palace to wish the President a "happy birthday". He had asked his supporters not to celebrate this day with personal presents. Instead he said, "Just send me shovels." These primary tools are helping bridge the huge social gap that plagues the country. When the President presses into the hand of an Indian peasant such a tool he gives him not simply inspiration but also the means by which he can begin to move himself and his country "forward" into the mainstream of progress.

Lima's streets have many surprises. Although usually streaming with traffic, one seldom hears a horn. Outlawing horns, however, has not frustrated the explosive temperament of South American taxi drivers. They give vent to their exasperation by stretching an arm out of the window and vigorously slapping either the roof or the side of the car with the flat of their hand. Also unique to Lima are the hundreds of taxis in which you share capacity occupancy with up to seven passengers. These "collectevos" travel prescribed traffic routes and are the principal mode of transportation for the majority of office workers. Most such cars are Model A's or older. Often I barely reached the safety of a curb ahead of a dark brown Hupmobile which undoubtedly is still carrying people to and from their siestas. High taxes limit the import of new cars, so American auto maintenance equipment will continue to have a ready market in Peru for many years.

Fortunately, the country isn't putting its future solely in the hands of its adventuresome taxi drivers. More trust is being placed in its competent professional community. Vendors of more sophisticated equipment common to the needs of emerging nations will find Peru's doctors, dentists, engineers and scientists capable of making discriminating judgments.

No sketch of Lima would be complete without calling attention to its many golf courses, splendid hotels and beautiful coastline. The climate at Fair time is pleasantly mild. A car will take you within minutes to several fabulous ruined cities of the ancient Inca civilization. They are within 35 miles of the Fair site.

Civilization in the capital is very cosmopolitan. Because of the many nationalities represented one can select excellent dinners featuring menus from Germany, France, Italy and China. The fish dishes throughout the city are justifiably famous. All fish is fresh from the cold Humboldt current. My favorite Peruvian meal is "ceviche". It is raw fish cooked in cold lemon juice.

When the exhibit machines get their final tuning, when the flags flutter brightly and you hear the opening salvos of this year's Fair, look around for the fellow tugging at his tie. I won't shout "Adelante," yet as this year's Exhibit Manager I do look "forward" to assisting many new participants in international commerce to discover for themselves both the pleasure and the potential of contacting the Latin American market at the Fourth International Fair of the Pacific.

Middents manager of U.S. exhibition at trade fair in Peru

John R. Middents of Hannibal, Mo., and Lakeland, Fla., has been named to manage the U.S. exhibit at the Pacific International Trade Fair in Lima, Peru.

MIDDENTS

Middents has only recently returned from a similar assignment at the U.S. National Exhibition at Dar es Salaam in Tanzania. Previously, he was assigned to Commerce Department exhibitions in Poznan, Barcelona, and once before (1963) in Lima.

With a bachelor's and a master's degree in art from the University of Iowa, Middents attended the Philadelphia Museum School of Industrial Art, and has taught art at a U.S. university and a college. For a time, he was chief of the U.S. Army's arts and crafts section in Europe and until 1963 owned his own firm, Exhibiteer Co., in Lakeland, Fla.

AN EXUBERANT MARKET

There's business in Peru

Imports up 4% as exports climb 23% over 1963 record in active LAFTA market

U.S. exhibitors at Lima's Pacific International Trade Fair will have a show window in one of the Hemisphere's most exuberant markets.

Peruvian economic and business conditions were excellent in the last quarter of 1964 and early 1965.

Booming exports were valued at $667 million, 23% above their 1963 level. The phenomenal increase was due primarily to rising prices and production of nonferrous metals and fishmeal. Fishmeal exports alone amounted to 1.4 million tons, valued at $149 million. These factors offset the effects of a drop in world sugar prices and declining cotton production.

Imports amounted to $580 million, up 4% over 1963. Sharp increases in import duties last August probably prevented even higher imports. The U.S. share of Peruvian imports, however, continued to expand; through October the U.S. share was 40.4%, compared with 37% for the same period of 1963.

There were continuing increases in industrial production and retail sales. Electricity sales in Lima were up 8.8% in the last quarter of 1964 over the corresponding period of 1963, cement sales 6.1%, gasoline sales 7.6%, installment sales in Lima 5.8%, and installment sales outside Lima 27.4%. The increase in installment sales also focused attention on credit risks and a number of businesses began a campaign in the press calling for consumers to meet their credit obligations.

The threat of inflation caused concern, as the cost of living increased by 11% in 1964. There were increasing production costs and particularly strong pressures on wages. Bank liquidity was relatively high in 1964, partly due to the favorable balance of payments and partly to Government borrowing. The Peruvian sol, however, remained stable. Foreign exchange reserves amounted to $144 million at the end of 1964.

Foreign investors active

Foreign investors were quite active in the last quarter of 1964. Chase Manhattan Bank purchased 51% of the Banco Continental. Armco announced plans to invest $500,000 in a welded steel tubing plant and the Phillips organization of Holland revealed plans to erect assembly facilities for a wide range of household appliances.

About 14 automotive companies expressed interest in building local assembly plants; and construction of the General Motors plant was well under way, with Ford only slightly behind. Volkswagen-Mercedes Benz was another major producer planning to enter the market.

The mining industry continued to prosper in the last quarter due to strong foreign demand and good prices. A number of plans to expand and develop new facilities were announced.

The Southern Peru Copper Corporation said it would spend $16 million to enlarge its concentrator's capacity to 40,000 short tons of copper ore per day and to install a second turbine generator of 66,000 kw. at its Ilo plant.

The Marcona Mining Company, with a $13.8 million Export Import Bank loan, will enlarge its iron ore pelletizing section by two million tons of pellets per year. Minera Bayovar S.A. is negotiating with the Peruvian Government to develop salt and phosphate deposits in northern Peru's Sechura Desert.

Cerropet Company drilled its Oxa-

Market profile—Peru

Geography: Fourth largest Latin American republic with area of 496,222 square miles—almost twice the size of Texas—and coastline of 1,400 miles. Main port, Callao.

Population: Estimated at 10,789,000 and growing at annual rate of about 2.8%; roughly 2 million in metropolitan Lima, the capital.

Income: 1964 GNP estimated at about $3.1 billion at current prices; average annual increase in real terms, 5-6%. Per capita income slightly over $200; average white collar salary, $125 per month in Lima; average blue collar daily wage in Lima $1.84.

Agriculture: Predominantly agricultural, Peru had significant exports in 1963 of cotton ($91.1 million), sugar ($63.2 million) and coffee ($25.6 million). World's largest producer of fishmeal (1,552,000 metric tons in 1964). Also important producer of fish oils.

Industry: Small manufacturing industry is expanding rapidly. All production is consumed locally. Significant exports include copper, iron ore, silver, lead, zinc and both crude and refined petroleum products. Total exports of these items in 1963 valued at $201.4 million.

Transportation: Railroads (both publicly and privately owned) carried 529.2 million ton-kilometers of freights in 1960. Merchant shipping fleet had 114,521 gross tons capacity in 1963. Airlines providing domestic and foreign services carried an estimated 410,677 passengers and 29,250 metric tons of freight in 1959.

Finance: Currency (26.82 sols = $1) is stable and is freely convertible. Foreign exchange reserves at end of 1964 were $144 million.

Exports: Total, 1964, $667 million; 1963, $541 million. To United States, 1963, $191 million.

Imports: Total, 1964, $580 million; 1963, $557 million. From United States, 1963, $208 million, including machinery and transport equipment, $118.6 million; chemicals, $18.1 million; foodstuffs, about $20 million. Principal suppliers: United States, Federal Republic of Germany, Argentina, United Kingdom, Japan.

Conditions of trade: Member of both GATT and LAFTA. No quotas, exchange controls or other nontariff trade restrictions.

REMODELED PORT of Callao is one of best-equipped, most efficient in Latin America. Expansion of facilities has cut cargo-handling time and expense.

pampa 19-1 test well in the Iscozazin area east of Oxapampa, but testing has been delayed because of mechanical difficulties. Belco Petroleum Corporation completed its off-shore drilling platform and will tow it to its site off the coast of northwest Peru. Drilling from the platform is scheduled to start shortly. The Kellogg International Corporation was awarded a contract by the Peruvian Government's oil entity, Empresa Petrolera Fiscal, to construct a 15,000 barrel per day refinery at La Pampilla, north of Lima. The pace of production at the International Petroleum Company continued normal, but there was no apparent progress in resolving the dispute with the Peruvian Government concerning the company's concession at La Brea y Parinas.

Public investment up

The Government of Peru has sharply stepped up its public investment program for 1965, principally in highway construction, housing and agriculture. Airport and seaport development will get increased attention. To help finance the increased expenditures, a series of new tax measures was adopted last November. These include: a higher tax on mining profits, an increase in the transactions tax, and higher tax rates on income obtained in Peru by individuals or corporations resident abroad including dividends, royalties on licenses, patents and trademarks.

The Government also received a $40 million loan for investment projects from a consortium of U.S. banks.

Labor legislation

The number of no-work holidays was reduced from 22½ to 10½ per year under a Supreme Decree effective January 1, 1965.

The years of service to make office workers eligible for retirement were reduced from 35 to 30 years for males and from 30 to 25 years for females.

A General Law of Cooperatives provides general guidelines and encouragement for the formation and development of "co-ops." Another bill revising the structure of the Workers' Social Security Fund is in the works.

The airlines were frequently in the news in the last quarter of 1964. Aerolineas Peruanas (APSA) inaugurated DC-6-B service from Lima to Montevideo via La Paz and Asuncion, and extended jet service to Rio. APSA also sought the right to fly into New York and Los Angeles under the bilateral Air Transport Agreement with the U.S.

Cia. Peruana Internacional S.A. (COPISA), a newly formed Peruvian airline, was granted a government permit to carry passengers between Iquitos and Miami via Maracaibo, Venezuela. Although this route is not included in the bilateral Air Transport Agreement, COPISA was planning to apply for U.S. authorization.

LANSA, another new Peruvian airline,

was negotiating with a U.S. airline which might buy a minority interest in LANSA, and provide new equipment, technical assistance, and management.

The only major railroad news of the quarter was the 4-day strike by 6,000 workers of the Southern Branch of the British-owned Peruvian Corporation. The strike was settled when the workers were granted monthly wage increases of 200 soles. Since the Corporation is experiencing financial difficulties the increased labor costs probably will require the Peruvian government to approve freight rate increases.

Business proposals are being submitted for Mission to Peru

Deadline June 15; group to tour country in August, discuss propositions with local firms

The deadline is two and a half months away. But already almost a score of firms have responded to the invitation.

The invitation (INTERNATIONAL COMMERCE, Feb. 15, pp. 2-3) is for U.S. companies interested in doing business, or more business, in Peru. They are urged to submit proposals for sale of their product or service, for manufacturing their products, or for joint ventures. A booklet summarizing each proposal will be distributed in Peru, for the attention of businessmen there.

A U.S. Trade and Investment Mission, scheduled by the Bureau of International Commerce to visit the country Aug. 2-28, will discuss the proposals in Lima, Arequipa, Piura and Iquitos. A Business Information Center will be established in Lima for Peruvian businessmen interested in consultations. U.S. firms will be provided with the names of companies which express a definite interest, in order that follow-up action may be taken.

June 15 deadline

Proposals must be submitted before June 15 to the Director of the U.S. Trade and Investment Mission to Peru, BIC-8210, Department of Commerce, Washington, D.C. 20230.

POWER IN THE ANDES (and water) for the people of Lima was made possible by a number of World Bank loans. Above—the Huinco hydroelectric power plant, with a capacity of 120,000 kilowatts, also feeds water to the Greater Lima area both for drinking and irrigation purposes. Below, the Huallanca power plant which uses and then sends the waters of the Santa Eulalia on to the Moyopampa power plant several miles below. The electrical power supply has been expanded considerably since 1960.

MISSISSIPPI VALLEY MEETING

20 years of world trade

Delegates from 22 states meet at New Orleans to discuss expanding opportunities

World traders from 22 states converged on New Orleans this week to celebrate two decades of international commerce along the mighty Mississippi and measure the prospects for even wider markets in the decade to come.

The occasion was the 20th Mississippi Valley World Trade Conference March 29-31 under the auspices of the Mississippi Valley World Trade Council and 10 other business and civic organizations.

Building a program around the theme, "Expanding Trade with World Markets," conference officials reserved a special spotlight for five U.S. businessmen who served on recent Bureau of International Commerce Trade Missions to Europe.

First-hand report

Joined by Roy F. Gootenberg, director of the BIC Trade Missions program, four were booked to report March 31 with first-hand knowledge of opportunities for foreign trade, the diversity of U.S. products in demand abroad and steps to meet those demands.

Immediately after that report, conference delegates had a date for a "Trade Mission Luncheon" featuring an address by still another businessman who has served on a Trade Mission. He is Frank M. Cruger, president of the Indiana Manufacturers Supply Co. of Indianapolis and board chairman of the National Small Business Association, Washington, D.C.

Following a precedent established last year, conference officials elected to turn a big part of the program into a salute to the industries and industrialists of a major city in the Mississippi Valley. This year's "honor city" is Louisville, Ky.

Kentucky businessmen and government officials, including Louisville Mayor William O. Cowger, will be both speakers and guests at conference sessions March 30. Cowger will address the conference luncheon that day.

Thomas C. Mann, U.S. Under Secretary of State for Economic Affairs, will be chief speaker at a conference banquet the night of March 31. The annual Mississippi Valley World Trade Award will be presented at this final session of the conference.

All sessions were scheduled in the Jung Hotel. Registration started March 29.

Businessmen taking part in the session on Trade Missions will be:

Richard C. Durham, management consultant, Rio Piedras, Puerto Rico.

Marvin Melton, Melton Brothers Implement Co., Trumann, Ark.

Ralph Pierce, Pierce & Wolfe Consulting Engineers, Detroit.

Daniel Rosenbaum, president, Sugar Rose Canning Co., Tampa.

They traveled

Pierce was a member of a BIC Trade Mission to Yugoslavia (INTERNATIONAL COMMERCE, Dec. 7, 1964). Durham and Rosenbaum served on a Trade Mission to Spain (INTERNATIONAL COMMERCE, Jan. 4, 1965). Melton served on a Trade Mission to Greece (INTERNATIONAL COMMERCE, Jan. 11, 1965).

Cruger, the "Trade Mission Luncheon" speaker, also was a member of the Mission to Greece.

Louisville's Mayor Cowger led a delegation that included Miss Katherine Peden, Kentucky commissioner of commerce; Paul DeMuth of the Chemetron Corp.; William Kinnaird, president, Glenmore International; J. E. Satterfield, Brown & Williamson Tobacco Corp., and Walter M. Smith, Girdler Corp.

They were scheduled for a March 30 panel discussion of the ins and outs of successful exporting from Louisville and other industrial points in Kentucky.

An afternoon panel March 31 will deal with "Transportation's Role in Expanding Foreign Trade." Frank P. D'Aquila of American Hoist & Derrick Co. will be chairman and panelists will be:

W. J. Amoss, Jr., vice president in charge of traffic for Lykes Bros.

M. M. Gordon, president, Gordon's Transports, Memphis.

Douglas McKellar, director of sales, Louisville & Nashville Railroad.

Jack M. Slichter, vice president of traffic and executive secretary of the Air Traffic Conference of America.

Alonzo G. Ensenat, president of the Mississippi Valley World Trade Council, will preside at the banquet at which Under Secretary Mann will speak.

'Fitting appearance'

"It is particularly fitting that Mr. Mann should address this conference," Ensenat said.

"His recent service as Assistant Secretary of State for Inter-American Affairs and United States Coordinator of the Alliance for Progress make his appearance in New Orleans signally important."

E. A. Schofield, president of the Export Managers Club of New Orleans, is general chairman of the conference. The club is among the conference sponsors, as are:

Board of Commissioners, Port of New Orleans; Chamber of Commerce of the New Orleans Area; Forwarding Agents and Foreign Freight Brokers Association of New Orleans.

International House; International Trade Mart; New Orleans Board of Trade; New Orleans Clearing House Association; Propeller Club of New Orleans and Traffic Club of New Orleans.

MELTON

DURHAM

CRUGER

PIERCE

ROSENBAUM

GOOTENBERG

Florida opening throttle

Speakers at Fourth World Trade Conference call for new market approaches

By STANLEY LICHTENSTEIN
Staff Writer

PENSACOLA—The sensational catches and the ones that got away received due shares of attention at this year's Florida World Trade Conference.

Convened in a center of piscatorial prowess, the conference—fourth and largest held in the State—was spiced by restless yearnings such as fishermen endure and enjoy.

A typical conferee—more concerned about the ones that got away than proud of the ones that had been caught—was Roger Stake, executive director of the Florida Development Commission, who said:

"We had 80 major plant expansions in Florida last year. We could have had 80 more if we had been able to help our manufacturers build enough added domestic and foreign markets for their products."

The ones that got away will not be at large for long. That seemed to be the determination of everyone at the conference, including Florida and Pensacola officials, representatives of the U.S. Department of Commerce, executives of large and small firms, bankers, economists, and tourism and trade association leaders.

Wandering chicks

John P. Wallace, president of Wallace Chicks, Inc., St. Petersburg, Fla., told of fumbling beginnings and eventual mastery of export techniques, leading to a Department of Commerce "E" award for his firm.

"Our 1948 start in the export business came by accident and it almost ended the same way. The first batch of chicks in our new hatchery was to be shipped to Venezuela. Through a mix-up in shipping the chicks ended up stranded in Cuba and the customer had to wait for me to try again from a later batch. If my memory serves me right, that same first export customer later developed into our first bad debt. . . ."

Afterwards, Wallace recalled, his firm achieved dramatic improvements in its export fortunes by picking good distributors, repeatedly adjusting its overseas approach to meet changing market demands, and conducting an educational program (complete with veterinarian) to sharpen the technical skills of agents and distributors.

Early customers, getting more eggs from Wallace's new type of chickens, were commissioned to become the company's first overseas salesmen. An arrangement with a Miami air-cargo expediter made things easier in the shipping department. When Panama cut off chick importation, Wallace sold hatching eggs there. Many other comparable shifts in strategy were made, some of them in order to surmount trade barriers, others in the interest of more economical operations.

"Our export business in St. Petersburg," Wallace summed up, "now includes shipment of hatching eggs, commercial pullet chickens, parent stock for both broilers and eggs plus grandparent stock."

Year that was

Success stories—and the ones that got away—figured prominently in an opening-day talk by Claude W. Courand on "Florida's Participation in the Bureau of International Commerce Program." Courand, director of BIC's American Republics Division, said that 1964's record-smashing export levels for the nation as a whole and for Florida in particular justified the comment: "That was the year that was!"

He quickly added that the export gain must be considered only a beginning, in view of the continued adverse U.S. balance of payments situation. Attacking the "myth" that only multimillion-dollar producers have the know-how to succeed in overseas marketing, he told of one company official who showed a visiting Commerce Department trade specialist a "Fibber McGee closet" in which the business executive had stored a mass of inquiries from abroad, not knowing what to do with them.

"Our trade specialist suggested that he give export a try by exhibiting his products in one of the trade promotion shows our Bureau of International Commerce stages in markets abroad. . . . Some of the orders were from people who had written him. . . . He *could* have been in profitable export all that time."

Bill, not George

For firms within reach of the Jackson-

TESTING, TESTING, before panel session on Florida's markets abroad are I. Paul de Pedraza (panel moderator, at microphone), director of Santurce, Puerto Rico, Field Office of U.S. Department of Commerce, and (l. to r.) Porter Norris, Pan American World Airways; Adm. Ralph James, Committee of American Steamship Lines, and J. P. Wallace, Wallace Chicks. Panel was part of world trade conference.

ville Field Office of the U.S. Department of Commerce, Courand suggested that "just about every kind of export-promotion device" is available to them through the Field Office. "Ask Bill," he said—referring to Field Office Director William T. Hunt, who was attending the conference, as was Marion A. Leonard, director of the Miami Field Office.

"But don't 'let George do it,' " Courand added. "Thinking about export and deciding to go into export are management responsibilities." He called the Latin American market "made to order" for Florida businessmen because of geographic, historical and cultural factors, and pointed to promising developments in Mexico, Central America, Jamaica, Trinidad, Chile and Peru.

Sharing the platform with Courand at the opening session was Peruvian-born Mauricio Herman, assistant to the executive vice president of the Inter-American Development Bank (IDB), who noted that tourism is implicitly included under "trade" in the equation, Development = Trade+Aid+Investment. Florida's special tourism expertise, he said, applied to Latin America, "could prove quite a profitable undertaking."

Latin America's industrial development, he continued, has a broader base than would appear from the much-emphasized "showcase" project such as hydroelectric plants and steel mills. The region, Herman said, relies heavily on light consumer-goods industries similar to those of Florida, and here, too, the State's business and financial leaders could participate significantly in Latin American development.

Ribbon of water

Acceleration of work on the Cross-Florida Barge Canal was urged by Florida Secretary of State Tom Adams, first-day luncheon speaker. Completion, he said, will provide a "ribbon of water from the Gulf of Mexico to the Atlantic Ocean," encouraging the establishment of a complex of basic industries in Florida.

Developments in sister states revealing a growing cognizance of overseas opportunities were hailed by the Florida official, who cited Alabama's plans for a four-story international trade center adjacent to downtown Mobile's dock facilities, and a joint State of Louisiana-International House (New Orleans) project to promote eight world-trade programs.

Big guns of the U.S. transportation industry were represented at the afternoon panel ("Florida's Foreign Markets and How to Develop Them") by Porter Norris, Florida district traffic sales manager for Pan American World Airways, and Rear Adm. Ralph K. James (Ret.), executive director of the Committee of American Steamship Lines (CASL). They reported on Jet Age innovations which are increasing the speed, efficiency and safety of cargo shipping by air and sea. Norris described aids furnished to international traders by Pan Am's World Wide Marketing Service, and Adm. James told how hundreds of CASL agents abroad relay market intelligence to a three-coast Trade Expansion Committee which has been set up by the steamship lines.

Farm exports

At a session on agricultural exports, Edward A. Taylor, commercial development director for the Florida Citrus Commission, called "smart marketing and a superior product" the keys to effective competition by American citrus producers as other areas of the world surge forward in citrus production. The Florida commission, he said, has been working to establish a frozen-concentrate market in the United Kingdom.

While transportation and refrigeration problems have limited exportation of Florida non-citrus produce, George M. Talbott, general manager of the Florida Fresh Produce Exchange, said U.S. celery is making headway in the United Kingdom and air shipment of strawberries offers hope of a profitable export operation.

A doubling or tripling of world agricultural production—and averting of future famines—are possible through the application of modern cultivation methods, including liberal use of Florida phosphates, Charles T. Harding told the audience. Harding, president of V-C Chemical Co., Richmond, Va., warned that failure to meet the famine problem imperils the peace of the world.

East-West strategy

The banquet address by Dr. Jay H. Cerf, manager of the U.S. Chamber of Commerce's foreign commerce-foreign policy department, developed the thesis that increased trade in non-strategic goods with Soviet-bloc countries could contribute significantly to solution of the U.S. balance-of-payments problem and at the same time cause Soviet commercial involvement leading to possible abandonment of the "Berlin wall" type of policy.

"Once equipped with the proper machinery and once competitive with our allies," Dr. Cerf said, "we can proceed toward effective U.S. initiatives on unified allied trade approaches to Communist nations. Among the critical elements badly in need of a united allied position are common interest rates, maximum credit terms, means of repayment, patent protection, sales of prototypes or single models, royalties for production under license, commercial arbitration mechanisms, and so on."

Florida State Chamber of Commerce awards for distinguished service to the export program were presented at the banquet to E. E. Schnellbacher, assistant director of the Bureau of International Commerce, and Roy L. Morgan, director of the Office of Field Services, U.S. Department of Commerce. Schnellbacher appeared the next morning, with Carroll E. Hill, regional director of the American Society of Travel Agents, on a panel discussion of "Florida in the National Picture."

At an industrial exports panel, W. Benton Lewis, industrial committee chairman for the Florida State Chamber of Commerce, presented data showing Florida's emergence from its former position as a state primarily identified with agriculture and tourism to one which is today a manufacturing and industrial leader of the Southeast. Harry W. Jones, in charge of Latin American affairs for Westinghouse Electric International, said that accelerated Latin American economic integration may hurt traditional Florida exports but such effects may be minimized "if Florida's industries can keep pace with new . . . technological developments which may pave the way for new marketing opportunities, licensing and joint-venture activities. . . ." He mentioned food processing, chemicals, fertilizers, pulp and paper products as avenues of promise for such activities.

Defending the dollar

The urgency of solving America's balance-of-payments problem was analyzed in terms of the strength of the dollar at the concluding luncheon of the conference, addressed by Daniel L. Goldy, National Export Expansion Coordinator.

The 9-point U.S. program to achieve a more favorable balance, Goldy said, is designed to avert a situation in which world economic chaos would be threatened by a "crisis of confidence" in the dollar. Since the President's February 10 payments message, he continued, beneficial results have already been felt, reflected by a higher interest rate for Eurodollars and increased strength of the U.S. dollar in foreign money markets. Summing up, Goldy said:

"We are asking the major companies engaged in international business and exports (some 600 companies) to improve their own 'balance of payments' by such means as: putting more emphasis upon exporting, bringing back to the United States short-term funds held abroad and reconsidering plans for marginal investments overseas."

Executives at New York meeting see "one market world" emerging as U.S. astronauts shrink globe

48th annual conference of International Executives Association concerned with world trade's future

By JAMES ROURKE
Staff Writer

NEW YORK: An estimated 400 businessmen and women turned their eyes toward a one-market world here last week and saw the universe shrink even as they watched.

The gavel that rapped them to order in the Georgian room of the Statler-Hilton Hotel was in the hands of H. J. Stone, sounding the start of the 48th annual conference of the International Executives Association.

The roar they heard almost simultaneously—although it was more than a thousand miles away—was the sound of a rocket lifting two U.S. astronauts into historical space flight.

The IEA Conference planners had designed a program emphasizing that the world trader's future is a one-market world. Gemini gave them a steady flow of news bulletins that underscored their theme in a special and prophetic way.

"It is evidence that our world is, indeed, shrinking," said Daniel L. Goldy, National Export Expansion Coordinator, making the conference keynote speech.

As the astronauts travelled new paths in space, conference delegates probed new paths for commerce between nations on earth.

Sir Roger Jackling, Deputy United Kingdom Permanent Representative to the United Nations, put it this way in his luncheon talk:

"Any prospect of a reasonable degree of stability in the world is beyond reach unless the less-developed countries can find a key to economic growth . . .

"It is long-term enlightened self interest and economic necessity, quite apart from the humanitarian call, which should compel us to do all we can to help them in their own search."

These countries, Jackling said, are "in a tremendous hurry to improve" and "the superficial attraction of totalitarian methods presents easy temptations."

Foreign aid and private investment provide only part of the interest, he said, and added:

"It is in an expanded volume of international trade, in which these countries have a full and growing share, that a large part of the answer must be found."

Dr. Pedro Delgado, Secretary General of the Central American Common Market, hit the same theme in an address on growth and goals of the CACM.

He said "economic integration is a matter of survival for underdeveloped countries still fighting economic backwardness."

Economic integration of Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua into the CACM "seem to offer a way out of our grave economic and social problems" he said—and "progress . . . has strengthened this belief."

He said CACM intra-regional trade tripled from $32 million in 1961 to more than $90 million in 1964, is forecast to touch $160 million in 1969 and $260 million in 1974.

Among CACM's near goals, he listed:

Full liberalization of trade within the area and a common tariff for third countries by 1966.

Construction by 1970 of the "basic components" of a regional grid of roads, electric power services, telecommunications and air transportation.

He said medium range goals include a customs union, under which imported goods would circulate freely in the region with member nations dividing customs revenues, and a monetary union providing a common currency and common monetary and fiscal policies for CACM nations.

Export expansion co-ordinator Goldy set the tone of the conference with a keynote address which, for a moment, was a one-man question-and-answer session.

"In a world where there are still tariff and non-tariff barriers, regional trading blocs and East-West rivalry, is it premature to be discussing a one-market world?" he asked—and immediately answered, "No."

Distinctions between domestic and foreign commerce are disappearing rapidly in the U.S., Goldy said. Inevitably, as the one-market world emerges, trade barriers will fall, he went on, and added:

Fight for life

"The company that can not sell on the main streets of the world is going to have trouble selling on the main streets here at home."

Urging U.S. businessmen to "examine all possibilities for increasing their exports," Goldy made these suggestions:

- Look closely at the markets in those countries which are at the "take-off" stage of economic development. These countries have rapidly rising incomes; in many cases, their ability to pay for imports is rising sharply, and they need almost everything, Goldy said.
- Look closely at budding markets in developing countries with small per capita incomes but large populations. By adapting products to needs at the earliest stages of development, vast markets can be tapped.
- U.S. firms with plants and facilities anywhere overseas should examine the possibilities of diversifying their product lines by adding items produced in their plants in the U.S., or produced by other companies in the U.S. This, Goldy said, would be a matter of using distribution systems already established.
- Honor overseas orders as they come.

"As order backlogs rise, there may be a tendency to put overseas orders on the back burner and give preference to domestic customers," Goldy said.

Honor Hodges

"I'm just more than pleased," he said in his soft southern accent, and moments later they were giving him a standing ovation.

The honor was for former Secretary of Commerce Luther Hodges, receiving the International Executives Association President's Award in New York. It praised him for "successful accomplishment of major goals" in the U.S. export expansion program.

With it came messages of congratulations from President Johnson, Secretary of Commerce John Connor, and other friends.

Of the job for which he was cited, Hodges said:

"We're not over this hump yet . . . the answer is more trade. We're still only scratching the surface."

Dallas group just back from swing through Central America reports good business

Two-week, 5,000-mile tour, sponsored by local Chamber of Commerce World Trade Department, "successful in every way," says leader

"Successful in every way" is how General Robert J. Smith, chairman of the Dallas Chamber of Commerce World Trade Committee, summed up its trade mission just back from Central America.

Participants have estimated potential export sales to the five countries at more than $1½ million, General Smith points out.

The Texas group covered a 5,000-mile swing through Costa Rica, Nicaragua, Honduras, El Salvador and Guatemala over a two-week period. Among the members were businessmen, investors, bankers and educators.

Cooperating groups

Cooperating organizations included the Costa Rica Chamber of Commerce, Managua Chamber of Commerce and Institute de Fomenta Nacional (INFONAC) in Nicaragua, the Central American Bank for Economic Integration (CABEI) in Honduras, the National Institute for Industrial Development (INSAFI) in El Salvador, and the CABEI in Guatemala City.

Dr. Daniel Tapia of CABEI joined the businessmen in Costa Rica and accompanied them throughout their trip.

The mission members reported indications of economic progress everywhere. Central Americans are investing in their own countries. Each country has a development bank. Literacy improvement programs are underway.

Many young men, educated in the United States or elsewhere, are returning to careers in their own countries. The Dallasites met 17 graduates of the Law School of the Americas at Southern Methodist University who have responsible positions in their native lands.

At each stop, the group maintained a centrally located business office, staffed with a secretary-translator. They met with business organizations and individual local businessmen and Government officials.

Plans are already underway for a mission to South America next year and to Mexico later this year.

World trade awareness

"For an inland city some 250 miles from the sea, Dallas has become acutely aware of world trade," the chairman emphasized.

The Texas International Trade Association, the International Business Committee of the Houston Chamber of Commerce, the Galveston World Trade Association and the Galveston Propellor Club have joined with other Texas world trade groups to promote a special "April is Texas Export Month" campaign in the Lone Star state.

DALLAS TRADE GROUP was briefed at the National Institute for Industrial Development in San Salvador.

Mission to Australia, Japan will promote West Coast lumber

Economies of both countries on upswing; prospects good for increased sales there

A six-member Trade Mission, organized by the West Coast Lumbermen's Association (WCLA), will tour Australia and Japan March 29-April 16 to evaluate the market for West Coast lumber, primarily Douglas fir.

Both countries now buy small quantities of West Coast lumber and prospects are good for substantially increased sales there, according to Bureau of International Commerce market analyses. The upward surge in Australia's economy is causing considerable activity in the construction industry. Japan's economy has been on the upswing for some time.

The Mission is composed of the following members of the WCLA: G. Cleveland Edgett, executive vice president of the organization; Julian N. Cheatham, vice president and William H. Schlauch, export manager, Georgia Pacific Corp.; S. E. Pittman, sales manager, Bohemia Lumber Co.; Richard P. Schneider, export sales manager, Weyerhaeuser Co. and William J. Cary, Jr., Business Editor, Oregon Journal.

Pay own expenses

Each member is paying his own expenses and some will represent their own firms as well as the industry. They will visit Sydney, Adelaide and Melbourne in Australia, and Tokyo and Osaka, Japan.

This is the second Commerce Department-approved Trade Mission organized by the West Coast Lumbermen's Association. The first went to Europe two years ago.

The group was briefed last week in Portland by Roy F. Gootenberg and Tatsuo A. Miyakawa of the Bureau of International Commerce.

Commerce to send Trade Mission to Poland, Rumania next fall

Though buyer familiarity with U.S. products is on comparatively low level in both countries, interest has risen markedly

A U.S. Trade Expansion Mission will go to Poland and Rumania next fall.

Scheduled by the Bureau of International Commerce for Sept. 18-Oct. 16, the Mission will consist of five U.S. businessmen and two Commerce Department officials serving as Director and Trade Development Officer.

Export opportunities in both countries call for stepped-up promotion efforts by the U.S. business community. Both countries are seeking to expand trade with the West, and Polish as well as Rumanian relations with the United States have improved steadily.

Although buyer familiarity with U.S. products is on a comparatively low level in both countries, interest in such goods has risen markedly in recent years. Government officials of both countries have expressed their satisfaction with the proposed trade mission and with this show of U.S. interest.

Agreements with Poland

The improvement in U.S.-Polish relations is based largely on Poland's liberalization of its domestic and foreign policy. Since 1957 the United States has concluded a series of credit and sales agreements with Poland aggregating some $600 million.

To stimulate trade, the Commerce Department in 1957, 1958 and 1959 sent Trade Missions which toured the country, made numerous contacts with officials in charge of industry, agriculture and trade, and manned trade information booths at the International Trade Fairs in Poznan.

Polish cash purchases in the United States have been mounting. In 1964, they exceeded $54 million.

Accord with Rumania

U.S. economic relations with Rumania entered a new, improved stage with the signing in June 1964 of an accord which opened the door for increased trade. As a result of this agreement, the United States made Rumania eligible for Export-Import Bank credit guarantees to cover purchases of nonagricultural items and services and abolished the requirement of individual export licenses for shipments of most types of commodities to Rumania.

This will be the first U.S. Trade Mission to Rumania. It will enable U.S. businessmen to make direct contacts with Rumanian State trade and industry officials and to obtain useful on-the-spot information on the potential Rumanian market for U.S. products. The Mission will have an opportunity to explore possibilities for products in addition to those in which Rumanians already have expressed interest.

The Mission will be active in Rumania Sept. 18-Oct. 1 and in Poland Oct. 2-16.

In Rumania, the Mission will operate a Business Information Center in Bucharest. Trips are planned to Ploesti, Brasov and Constanta. Contacts will be established with individual Government officials in the central Ministries, the foreign trade enterprises operated by the Rumanian Government, and with managers, engineers and technicians in industry and Government.

In Poland, a Business Information Center will be established in Warsaw, and a visit to Poznan is scheduled.

Specifications for members

The Mission will include businessmen selected according to their experience in the following fields:

Chemicals and plastics. Experienced with industrial chemicals and plastics, U.S. sources of supply and foreign marketing of such products. Knowledge of the petrochemical industry and of synthetic fibers advantageous.

Large- and small-scale farming equipment. Broad experience with a wide range of agricultural machinery and equipment including their applications and latest developments. Knowledge of latest techniques in livestock and poultry feeding desirable.

Equipment for ferrous and nonferrous metal industries. Experience in a wide range of manufacturing processes, including industrial heating, welding, casting and miscellaneous tooling for other metalworking processes. Ability to discuss modernization and retooling of plants and advantages of new equipment and machinery in improving end product quality and overall plant efficiency. Awareness of U.S. sources of supply and of advantages of U.S. equipment.

Power-generation and electrical equipment, and components. Experience in widest possible range of heavy, medium, and light power equipment, including installation and operation of entire industrial plants and light and medium generators. Knowledge in field of industrial electrical equipment including automation desirable. General knowledge of household electrical equipment and consumer appliances useful.

Machine tools. Broad knowledge of machine tool industry and its products, including automatic manufacturing types of machine tools. Knowledge of gear cutting and finishing machines and various types of machines used for sheet metal work is advantageous.

Within the overall competence of the Mission team, knowledge of food processing and also service industry equipment such as laundry, shoe repair, restaurant and catering, TV and radio repair would be desirable.

Applicants who meet the qualifications listed and who wish to volunteer their services are requested to make known their availability to the Bureau of International Commerce, BIC-8210, Washington, D.C., 20230.

Simmons Fastener expands sales force in Europe

Strong interest by European manufacturers in the company's line of special fasteners during the Advanced Fastener Show at the Frankfurt Trade Center last December has already resulted in the establishment of sales representation in three European countries by the Simmons Fastener Corporation, Albany, New York.

According to vice president and general manager Harry H. Rose, Simmons now has sales offices in Sweden, Italy and West Germany—direct outgrowths of the show for American fastener makers sponsored by the United States Department of Commerce.

Mr. Rose identified the representatives as: (Sweden) Hugoson Duhs Corp., Strandvagen 84, Stockholm; (Italy) Technofast, Via Sammartini 95, Milan; (West Germany) Mr. Wolf Renner, Relenbergstrasse 66, Stuttgart.

In preparation for the Frankfurt show, Simmons prepared the exhibit and sales literature in German and Italian as well as English. Excellent attendance was reported at their exhibit.

LANDA

Warner Brother's International, a division of the Warner Brothers Co., manufacturers of women's sportswear and foundations, stepped up their export activities in 1962 when William R. Landa became president.

They have concentrated their attack on direct exports and on the expansion and development of their network of licensees in various parts of the world. In addition, the firm has small producing units in England and Western Europe. They are currently exporting to 86 countries, and while the emphasis has been on their corset business, considerable progress has been reported in the distribution of men's and women's sportswear under the Hathaway, Puritan and Harbor Road brand names.

While their direct exports have trebled since the drive started, royalty income from their 25 licensees in various parts of the world is up 46% since 1961.

The firm's success is attributed to the aggressive pursuit of markets where quality and style are important. By securing the best agents and distributors they could find and backing them up strongly with good advertising and promotional material, as well as good mark-ups, they have pushed ahead.

The author is a native of Jersey City (now lives in Easton, Conn.) is a graduate of Ohio University and prior to coming with Warner Brothers was President of Burlington International. The firm has been awarded the presidential "E" for excellence in exporting, and in 1963 Secretary Hodges appointed Landa to the Regional Export Expansion Council. He is a member of the World Trade Committee of the Commerce Industry Association and the Foreign Commerce Committee of the U.S. Chamber of Commerce.

Three avenues to foreign trade

Head of international firm presents some personal thoughts on doing business in overseas markets

By WILLIAM R. LANDA

President, Warner Brothers International

Much has been written during the last two years about the desirability and even the necessity of fostering foreign trade. All of us are aware of the adverse balance-of-payments position which has been plaguing our country, and various aspects of foreign trade, primarily exports, can go a long way toward helping to solve this pressing problem.

The following thoughts may be useful to American businessmen who have considered but, for one reason or another, have not really attacked overseas markets. I would plead guilty at the outset to some oversimplifications, but this may be a useful failing, if such it is.

There are many popular fears and fallacies in approaching overseas business, and perhaps we can dispel a few of them here. While there are a few more details to be attended to, and there are certain complications in doing business in foreign markets, the task is not a terribly difficult one. Avoid the mystery and gobbledygook often contrived by the insecure in the discussion of this kind of business. We have heard from time to time rapid passing reference made to terms of sight versus time drafts, CIF versus FAS terms, et cetera. The explanation of most of these phrases is simple and concise, and just knowing what the initials mean can clear the air quickly.

It cannot be stressed too strongly that a "correct" and highly ethical approach is necessary to success. A careful, scrupulous introduction to your effort abroad, with full attention to all of the details, is necessary. You can be quietly aggressive and demonstrate the oft-referred to American imagination and initiative while staying within the boundaries of taste and decorum.

There are three main avenues to consider, and I would suggest consideration of all three, not necessarily in this order.

Direct exports

I can hear the interested foreign trade novice say: "Where do I start?" Before diving in or making indiscriminate or expensive efforts, consider what you think may be possible markets for your product or service:

- Similarity of or interest in American products and tastes could be a requisite.
- Climate conditions may bear on sales prospects. (Don't start with trying to sell air conditioners to Eskimos. What-

Don't start with trying to sell refrigerators to Eskimos.

Select agents carefully; you wouldn't ask the Buick agent to sell your cotton goods.

ever the personal triumphs of such salesmanship, volume and profits would be more gratifying in the tropics.)

- Is the potential market sufficiently sophisticated for your products? This does not require much explanation except that if you are making machine tools, you would know that you must concentrate your efforts in industrialized markets—not ones producing raw materials or agricultural products exclusively.

If we have explored to the best of our ability, the where do we start, we might next ask: "How to Begin." Your banker should be knowledgeable and perhaps helpful. The U.S. Department of Commerce, through its field offices, can supply excellent leads. The FT-410 series, (U.S. Exports—Commodity by Country), a Commerce Department census bureau publication, gives a fairly good idea of where your product is presently being exported and in what quantities.

Select agents carefully in a limited number of key markets. Most such agents work on a straight commission basis, and commissions are payable only as sales are achieved. Seek out those who seem to have allied or complementary lines. If you are trying to sell cotton piece goods, the local Buick agent is probably not a good choice. It sounds axiomatic, doesn't it? Yet many new exporters are so impressed by a prestige name they recognize that they jump at the prospect of employing such an agent.

Keep your expenses minimal and consistent with expected volume and profits. It may be a very good investment in some markets to spend a disproportionate amount for advertising, for example, one year if there is a good indication you will become a factor in the market the next year—and, that ensuing years will enable you to recoup profits while spending a proportionate amount.

Extensive foreign travel to study market possibilities, particularly in one's early ventures into exporting, would be both impractical and uneconomic.

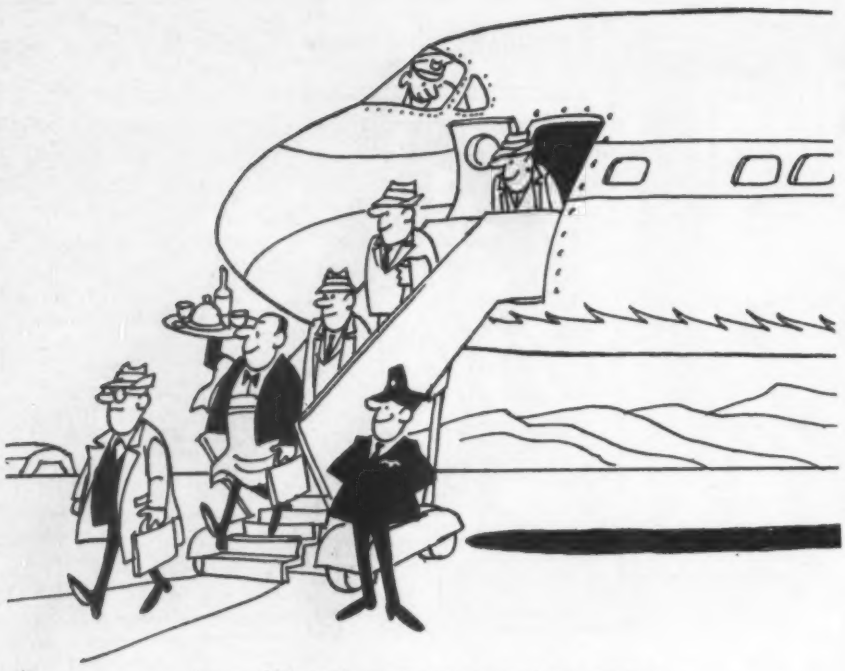
When travel seems a practical matter in every sense of the word, choose your traveler carefully. Intelligence, broad business experience, real interest in foreign marketing without being starry-eyed are among the essentials. At the risk of sounding pedantic, I suggest a gentleman of better than average education and family background. The very young are sometimes impressed, yes awed, by the commonplace which appears different to American eyes.

I have heard, to my sorrow, many Americans traveling abroad going into raptures over trifles. This surely demonstrates a complete lack of sophistication to the foreign host, not good manners. More serious is the Casper Milquetoast who thinks he is working for the good neighbor policy by readily agreeing with slurs cast on America and Americans. Patriotism is an old-fashioned virtue, now considered square or corny in many quarters. I disagree strongly. All is not perfect, perhaps, in our country, but I know of no other nation which so closely approaches perfection. Surely our motives are good, our generosity beyond compare. Despite bad jokes about the almighty dollar, who as a people give more generously to relieve sufferings of friend and foe alike around the world? Who indeed can better demonstrate true altruism and charitable thoughts and deeds?

Letting pride in country and dignity show through without boasting or inflicting ourselves on foreigners can make real friends for our country while serving the legitimate interest of business at the same time.

Two more thoughts on who should travel abroad on business:

- Skip the senior executive who wants an all-expense paid tour abroad. (Isn't it strange how many more volunteers we have for the trips to London and Paris than to capitals with cruel climates or poor hotels and entertainment facilities?)



You wouldn't send a waiter to represent you overseas.

- Don't be swayed by the fellow who is fluent in four languages. That may be his only real talent. Certainly fluency can be a help, but it is not the be-all and end-all. What first-class European restaurant does not have waiters fluent in four or five tongues? If we want to send waiters abroad on our business, fine, but most companies do not. English, spoken slowly and distinctly, is the language of commerce in most trading countries today. By all means learn useful phrases in several languages, but don't feel lack of fluency in more than one language limits your business prospects unduly.

Licensing

Perhaps by reason of costs, tariffs, and limitations or prohibitions imposed by another government you can not export to certain markets profitably. Licensing may be an attractive avenue to explore. To license someone to produce your product using your patents, know-how or name is a serious matter. Choose your licensee as you choose your mate. In my view, you can not be too careful. References, of course, must be exchanged, but get to know the character of the owners of the business that you propose to license. They must be people of honor and integrity if they are going to wear your name as proudly as you wear it yourself. They should have a good understanding of your business and your business methods.

Licensing may be the most frustrating avenue. You have little if any real control over the product or the marketing methods. You can suggest, perhaps even urge; to insist may be impossible. This route does offer one way of entering markets but it has more pitfalls than pleasures.

Local manufacture

Direct investment or equity participation is usually the most rewarding, presupposing a certain amount of experience and sophistication. Depending on the investment climate of the country under consideration, you may have a local partner or go it alone. While we frequently shrink from minority participation, it is not an impossibility. Most of us prefer majority interest, or even perhaps 100% ownership. Personally, I feel that having a local partner is best. Moral considerations aside (and we just don't put moral considerations aside), it's usually good business to have local interests investing in the venture.

Besides contributing capital, the local partner usually has a good knowledge of local tastes and customs. When we invest —after due study and analysis—we expect profitable business. Is it not the better part of wisdom to share these profits locally? Businessmen, properly motivated, can be a strong force for international understanding. At the same time the foreign operations—exports, licensing or local manufacture—or any combination of the three, as discussed here, will enable a well-managed business to achieve maximum balance and stability.

Johnson and Connor to address Chamber

President Johnson and Secretary of Commerce Connor will address the 53rd annual meeting of the Chamber of Commerce of the United States April 28, climaxing a three-day session devoted to improving business at home and abroad.

The President will speak at a luncheon which will conclude the chamber's annual meeting in Washington, D.C. The Secretary will address a pre-luncheon session. Both will be in the Washington Hilton Hotel.

The annual meeting, starting April 26, will cover a wide range of subjects. A luncheon and workshop on the opening day will be devoted specifically to international trade.

"Developing Overseas Markets for Home-Town Business" will be the luncheon theme. Charles H. Percy, chairman of Bell & Howell Co., will give the chief talk. C. L. Fontana, director of the international division of Viking Pump Co., Cedar Falls, Iowa, and Carl Didde, president of Didde-Glaser, Inc., Emporia, Kan., will discuss their export operations.

"New Dimensions in Overseas Investment" will be the theme of the afternoon workshop. Those taking part will be:

Emilio G. Collado, vice president, Standard Oil Co. of New Jersey; Fred Eaton, president, American Chamber of Commerce in Caracas, Venezuela; Donald W. Hoagland, Agency for International Development, Washington, D.C., and Sen. Jacob Javits (R.-N.Y.).

17th Trieste Fair will be open June 21-July 5

The Seventeenth Trieste International Trade Samples Fair will be held from June 21 to July 5.

Although the Trieste Fair has always had a general character, it has tended in recent years to devote more attention to exhibits of certain specialized products, particularly lumber, wood products, and furniture. A number of meetings aimed at bringing together the technicians and experts of various countries will be held during the Fair, and special days will be set aside for each country participating.

Final data on the 1964 Fair include the following: 600 Italian and 457 foreign exhibitors; 21 United States firms represented by Italian exhibitors; 120,000 admissions, including free passes; 12,000 buyers and commercial visitors. Profitable transactions were reported.

Mission to spur sale of softwood plywood in Japan next month

Second such mission organized by American Plywood Association; group will visit three cities

A second Trade Mission organized by the American Plywood Association of Tacoma, Wash., to promote U.S. softwood plywood in Japan, will travel to Tokyo, Osaka and Nagoya, April 13-29.

Although Japan is a large manufacturer of plywood, its product is designed almost exclusively for decorative and interior application. The Commerce-approved Mission will discuss plywood, primarily of Douglas fir, for construction and utility uses, such as concrete forms, subflooring and sheathing.

Wide interest

This project is an extension of an exploratory Mission last summer, which reported favorably on the potential market in Japan for the U.S. product. The earlier group conducted eight seminars in Tokyo, Osaka, and Nagoya. They had expected an audience of about 300. More than 750 turned out.

They reported:

- There is a basic acceptance of softwood in Japanese construction.
- Japan has an acute housing shortage and keen interest in all types of construction materials.
- The Japanese are looking for new and varied species to supplement their present species.
- Japanese building contractors are ready for new ideas employing the structural strength and economy of plywood for concrete form construction.

The new Mission will talk with contractors, architects, timber merchants and importers. Members will use movies, slides and Japanese language tapes to illustrate the applications of Douglas fir plywood.

The Mission will be composed of technicians from the American Plywood Association and prominent members of the plywood industry, including:

Charles L. Morey, manager of marketing, St. Regis Paper Co., and President of American Plywood Association; J. R. Turnbull, executive vice president, American Plywood Association; Mowry Smith, Jr., vice president, Menasha Corp.; John H. Martinson, general manager, Anacortes Veneer Co.; A. E. Bryson, Clear Fir Sales Co.; S. E. Pittman, sales manager, Bohemia Lumber Co.; William Schlauch, export manager, Georgia-Pacific Corp.; Richard Schneider, export sales manager, Weyhauser Co.; Fred B. Smales, vice president, United States Plywood Corp.; Arthur H. Jones, director, Market Research and Economic Services, American Plywood Association.

Each member is paying his own expenses. Some will represent their own firms as well as the industry. The group was briefed last week in Portland, Oregon, by Roy F. Gootenberg and Tatsuo A. Miyakawa of the Bureau of International Commerce.

The Government of Singapore, one of the four areas of Malaysia, is continuing to promote investment in industries. A booklet entitled "Industrial Opportunities in Singapore" has been prepared by the Singapore Economic Development Board, the agency responsible for promoting economic development in Singapore. It includes a description of Singapore infrastructure facilities, labor costs, and special government incentives offered to investors in Singapore. Copies may be obtained from the Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Lebanon makes minor changes in tariff rates on refrigerant, auto parts

The Lebanese Government announced minor changes in its customs tariff, effective February 15, 1965.

The tariff item "Chlorofluoric derivatives of a kind used in the refrigerating industry" (a sub-item under "Halogenated derivatives of saturated acyclic hydrocarbons") has been amended by the deletion of the words "of a kind used in the refrigerating industry." This product is free of duty.

The previous import duty rate of 18% ad valorem on "Parts and accessories of motor vehicles (other than tractor and body parts)" has been replaced by a specific rate of 0.25 Lebanese pound ($0.08) per net kilogram (2.2 pounds) with a minimum duty of 18% ad valorem.

ECSC compares world steel output

U.S. set all time record in '64, but share of world total is down

The High Authority of the European Coal and Steel Community has released a study comparing crude steel output of the Six in 1964 with world production (Communist China excepted).

Community output reached an absolute record of 82.8 million metric tons in 1964, after four years of stagnation. Its combined output was 13.1% above 1963 and accounted for 19.7% of world production.

Except for Italy, where temporary economic difficulties cut production by 3.7%, all the other ECSC countries shared in the upswing, with rates of increase ranging from 12.7% for France to 18.2% for West Germany.

A comparative table gives data for the individual ECSC member countries, the U.S., U.K., USSR, Eastern Europe, and Japan for 1952, 1954, 1963 and 1964. It shows the U.S. share of world production declining over the last 12 years from 41.1% (1952) to 28% (1964), while the ECSC share stayed about the same.

The table shows world production of about 420 million metric tons in 1964, up 12% from 1963. This is a new world output record and an absolute increase of about 45 million metric tons, unequaled in the history of the steel industry.

Japan achieved the biggest increase, with a 1964 output of 39.8 million metric tons, 26.3% above 1963. It is now the third largest world steel producer and ranks ahead of the Federal Republic of Germany.

The increase in U.S. steel production (which totaled 118 million metric tons in 1964) was 16.3% over 1963. The U.S. broke its 1955 record by 8.7%.

The USSR and the East European Bloc countries continued to increase their steel production, with new records in 1964. The rates of increase, however, were significantly below those of the other large producing countries.

ELECTRO-MECHANICAL GOODS

A German manufacturer of cameras and thermoplastic articles seeks license to make photographic equipment, electronic controls and any other electro-mechanical equipment.

Write: Balda Kamerawerk Rudolf Grueter KG, Postfach 1027, 498 Buende/ Westfalen, Germany. WTD.

Europe's consumer credit

European commercial banks slow to grant consumer credit as finance companies move in

By Dr. M. R. NEIFELD
Consultant on Consumer Credit

In some countries of Europe the word "bank" is used more loosely than in the United States. It is not restricted to the specialized institutions that are familiar to us as "commercial banks" or as "savings banks." A finance company may also call itself a bank. An aggressive finance company in Brussels advertises itself as "an independent bank for independent customers."

NEIFELD

Furthermore, neither are certain monetary functions the exclusive privilege of a true bank. Finance houses in the United Kingdom may accept deposits from the public. Indeed, when the Bank of England initiates measures to tighten credit, British finance houses may partially escape the squeeze by raising the interest rate paid to attract from the public more deposits for their working funds.

As in the United States, commercial banks in Europe were slow to become directly involved in consumer credit. Nevertheless, in all countries they have been the main source of funds for finance companies. This reliance is heavier in Europe because the shortage of capital compels all business to resort to short-term bank loans much more than is customary over here.

In some instances, funds have been advanced to finance companies by allowing overdrafts. This practice amounts somewhat to an American company using a line of bank credit. In most countries, finance companies can discount their retail paper at commercial banks or even at the national bank. The Bank of Spain will now discount instalment sales paper up to 70% of the total cash price. This is slightly more liberal than previously when it discounted only 80% of the balance after a 20% down payment.

U.K. banks involved

Although banks of the United Kingdom have until lately held aloof from directly offering credit service to the consumer, a number of them for some time have been heavily involved indirectly by buying into existing finance houses.

> **In the last five years, the amount of money spent for consumer durable goods in Europe has expanded at the fastest rate in history. This reflects rising consumer incomes. The next decade promises more of the same. At the end of the decade the European market for consumer goods may well have grown to the size of the present tremendous United States market. In such a market, resort to instalment credit can easily be four to five times the current level.**
>
> **By that time clearer understanding of the contribution to economic health by instalment credit will be more apparent, there will be less reservation about the morality of credit use by consumers, and the legal basis for granting credit to consumers will be clarified. It is inconceivable that European banks will fail to keep step. If they follow American precedence, as they have, their attitude will change from indifference to tolerance, as it already has in several countries, and finally to all-out competition for their share of the business.**

Lloyds and Scottish Finance Ltd., one of the largest European finance companies, is owned completely on a fifty-fifty basis by two Scottish banks. Other finance companies have banks which own a substantial block of their common shares.

More recently, even though they have investment in finance company affiliates, some banks have announced a more direct service. They have begun to offer personal loans on a secured basis to depositors and even to non-depositors. However, the 1960 credit squeeze by government caused the banks to curtail this service. There is now little steam behind the promotion of this service.

Dutch aggressive

In contrast to the situation in the United Kingdom, the commercial banks of Holland have long been aggressively interested in sales finance credit and in personal loans. Mahuko, the finance affiliate completely owned by the Amsterdam Bank, is twelve years old. It has 150,000 customers and 30% of the total consumer credit outstanding in the Netherlands. It operates its offices right on the premises of the bank. In June of this past year, the Amsterdam bank merged with the Rotterdam bank. The merged bank will have 600 branches in which Mahuko may operate.

The general level of all consumer credit in France is below that of other European countries as a percentage of gross national product. As early as 1953 the Conseil National du Credit authorized French commercial banks to engage in instalment credit, but they have not been very aggressive about it.

The present potential volume may be too small to be of interest. Finance company outstandings in instalment credit amount to three times that of banks. Compare this with the United States where commercial banks hold more than 40% of total consumer credit.

Germans active

Commercial and savings banks in Germany are active competitors of finance companies for both sales finance and personal loans. They have been especially aggressive with Personalkleinkredite (small cash credits) and Anschaffungsdarlehen (medium size personal loans).

A banking law in force since 1961 provides that regulations governing terms and conditions for consumer credit shall be set by the Federal Supervisory Office For Banking Business.

Only a few months ago, commercial banks in Austria initiated small consumer credits without formalities except proof of current income. Credits up to about $575 are offered to single persons and twice as much to married couples. Ma-

the author

An author of numerous books on consumer credit and for 35 years an economist and vice president of the Beneficial Finance System, one of the largest finance companies in the world, Dr. Neifeld is presently acting as a consumer credit consultant. Visitors from Scotland, the Netherlands, and New Zealand have made pilgrimages to his office in recent weeks for lengthy conferences on American practices in the field of consumer finance and a number of U.S. companies have indicated an interest in expanding overseas. As he says, "Consumer credit is on the up in Europe and the future holds more growth."

turities are up to 24 months, bear a nominal interest rate of 4.8% flat (on the original amount). Including service charges the effective rate is close to 9%.

In some countries where specialized finance companies are not too active because the legal basis is uncertain (Italy and Spain), commercial and savings banks are beginning to develop deferred payment plans for sales. In this connection, it must be remembered that a substantial portion of instalment financing throughout Europe is for industrial and commercial business rather than for consumers. European statistics on instalment credit are meager, but a good estimate would be that at least one-third of instalment credit outstanding is for business rather than for personal use.

No Spanish demand

Probably because of the low level of consumer income, there is no popular demand for the financing of private passenger cars in Spain. Instalment sales are pretty much confined to commercial vehicles, trucks, lorries and coaches. The demand for commercial vehicles is strengthened because of the deficiencies of the country's railroad system.

The leading Spanish finance company was only organized in 1960 and already accounts for a substantial portion of total instalment credit in the country. Like other finance companies in Spain, it relies heavily for working capital on discounting at the banks. Now banks are showing more interest in direct operations in consumer credit. They are forming finance affiliates. This move worries the independent finance companies lest rediscounting be tightened or withdrawn entirely. They are beginning to explore the possibility of foreign sources for funds.

Swiss: no; Swedes: yes

Banks of Switzerland do not offer consumer credit, but banks of the Scandinavian countries are active in granting such credit. Swedish banks provide about one-fourth of total instalment credit outstanding. Of this amount, three-quarters is offered by commercial banks and one-quarter by savings banks.

Three of the major banks of Finland have cooperated to organize a central credit register. Danish and Norwegian banks, under restrictive wraps by monetary authorities, can not refinance all the instalment credits offered by the independent finance companies.

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Sec. Connor asks business to help payments position

Letter to 600 corporate executives requests April 15th report; lists 'special problem' area needs

Secretary of Commerce John T. Connor last week called upon American business executives engaged in international operations to "make an extraordinary effort" to help improve the Nation's balance of payments position.

The Secretary issued his call in a letter to 600 corporate executives, enlisting their personal support in a voluntary program to produce "significant reductions" in the balance of payments deficit.

The Secretary said the list of 600 companies did not necessarily encompass all firms engaged in international business, and he extended an open invitation to other firms with sizable international activities to participate. Such firms should write him if they feel they can make a substantial contribution to the voluntary program.

In his letter the Secretary asked each company to set up a balance of payments "ledger" for 1964, showing selected debits and credits, to consider how their 1964 results could be improved for 1965 and 1966, and to give him their personal estimates of the dollar amount of prospective improvement for 1965.

15-20% improvement

"We have been thinking in terms of an average improvement in balance of payment terms, in 1965, of 15 to 20% over the 1964 results," Secretary Connor said. "We realize, however, that any such target will be inappropriate for many corporations—either on the low or high side—but the important thing is to make an extraordinary effort. . . . Only you are in a position to set up a reasonable but meaningful objective for your own company, in the light of your operating facts and problems."

The Secretary also asked for 1963 and 1964 figures for short-term assets held abroad "because of the unique opportunity" to shift such assets and register an early improvement in the balance of payments.

He requested that first reports be submitted by April 15, and quarterly reports through 1965 and 1966.

He said he had decided against a formalized system of prior notification of new investments and expansions abroad, including financing, expressing the belief that the estimates and reports being requested would prove to be adequate.

"We, of course, expect that care will be taken to minimize the balance of payments effects of large investments," the Secretary said, "and either we, or the appropriate Federal Reserve officials when their program is involved, would be glad to discuss such situations should you so desire."

Reports confidential

In his letter, the Secretary stated that individual reports and estimates would be kept confidential and periodic summaries of the data collected would be compiled for use by the government and for release to the public.

In the category of "special problems," the Secretary mentioned the national objective of increasing private investment in less developed countries, and said he did not wish the program to inhibit the flow of such investment.

Short-term funds

A second "special problem" dealt with the repatriation of short-term financial funds, the Secretary requesting the exercise of caution in countries having balance of payments problems.

On a third "special problem" involving Canada, the Secretary said he did not anticipate cutbacks in direct investments. He asked, however, that firms "take particular care to assure that short-term funds put at the disposal of subsidiaries in Canada serve only to meet operating needs."

Secretary Connor closed his letter to the corporate executives stating, "President Johnson is confident, as I am, that you will cooperate with us in this extremely important program of serious concern to you and to our country. We urgently need your help."

Commercial officers confer on aid to U.S. businessmen

U.S. commercial officers in the Far East and Southern Asia are booked for a pair of regional conferences on improving services to U.S. businessmen operating in their areas.

The first of the meetings was set for Hong Kong March 29-April 2, the second for New Delhi April 5-9. They will involve 34 commercial officers from 27 Foreign Service posts.

The highlight's on health

Success with pharmaceutical shows continues in BIC exhibition in Nairobi, Kenya

By JUNE E. PANCIERA
Staff Writer

The Department of Commerce has been creating international interest in American drugs and pharmaceuticals through its trade fairs program for a number of years.

Recently health and hygiene were the highlights in the first U.S. National Exhibition in Nairobi, Kenya, where a Bureau of International Commerce exhibit featured a wide variety of the 500 major drugs introduced in the United States since 1941.

The 20-day exhibition, which closed March 27, also featured a presentation, with slides, showing how U.S. laws assure safe and effective drugs, harmless cosmetics and honest labeling.

Treat local diseases

Most of the drugs displayed in the BIC exhibit were for treatment of diseases found in Africa. Locally hired narrators, speaking in Swahili and English, told the U.S. drug industry story to visitors.

Preliminary reports from Nairobi indicated the health and hygiene exhibit drew record crowds and that sales inquiries were brisk.

In 1959, the first U.S.-style drug store exhibit was among several shops in the U.S. Pavilion at an international trade fair in Poznan, Poland. The fully stocked store became the top attraction of the show, drawing such crowds that members of the Exhibition staff had to form a cordon around the U.S. Pavilion each morning to control the visitors.

"At one point," says John Bowles, president of Rexall, who with his wife took an active part in the show, "the viewing audience became so enthusiastic that the restraining railings were uprooted from the cement floor. The U.S. Pavilion had to be closed to the public until reinforced barriers could be erected."

More than 410,000 visitors jammed the U.S. Pavilion during the show's two-week run.

More successes

This success led the way to other pharmaceutical exhibits. In 1960, a third of the U.S. Pavilion at the Zagreb, Yugoslavia, International Trade Fair, was devoted to a 1,500-square-foot duplicate of a modern American self-service drugstore—Drug Fair of Arlington, Va. The store was complete in every detail, from prescription department to operating soda fountain. Some 300 U.S. firms supplied 25,000 items to stock its shelves.

Dr. Milton Elsberg, president of Drug Fair, presided over the exhibit with the assistance of his wife and several members of his staff.

He recalls particularly the tremendous demand by visitors for reading matter. All printed material, including empty medicine cartons was snatched up and carried away by the crowds.

"One of the biggest crowd pleasers," he says, "was aerosol cans of shaving cream. Visitors would form long lines to have a dab squirted into their open palms or on their faces. They would carry these around like badges of honor."

Questions, questions

In 15 days, almost 1.3 million persons visited the U.S. Pavilion. At times the crowds were so dense that demonstrations had to be stopped to facilitate the flow of traffic. According to Dr. Elsberg, none of the merchandise was sold but queries were legion.

"I answered all questions as completely as I could," he says, "and I personally know of a number of U.S. manufacturers who are now doing business in Yugoslavia as a result of their participation in that show."

It was also in 1960 that BIC introduced a package show called "Medicine, USA" in an International Trade Fair at Plovdiv, Bulgaria. A highlight of this exhibition was a three-part, U.S.-style pharmacy.

At a typical prescription counter, a demonstrator showed how ethical drugs are compounded and dispensed, according to a physician's prescription. An adjacent drug counter displayed a broad selection of proprietary drugs, which may be obtained without a prescription. A health counter showed a variety of health aids which may be bought in U.S. drug stores.

The complete exhibit contained some 700 products from 61 leading U.S. drug and pharmaceutical manufacturers and

THEY CAME FOR MILES to see modern U.S. drug store at 1960 U.S. exhibition in Zagreb, Yugoslavia.

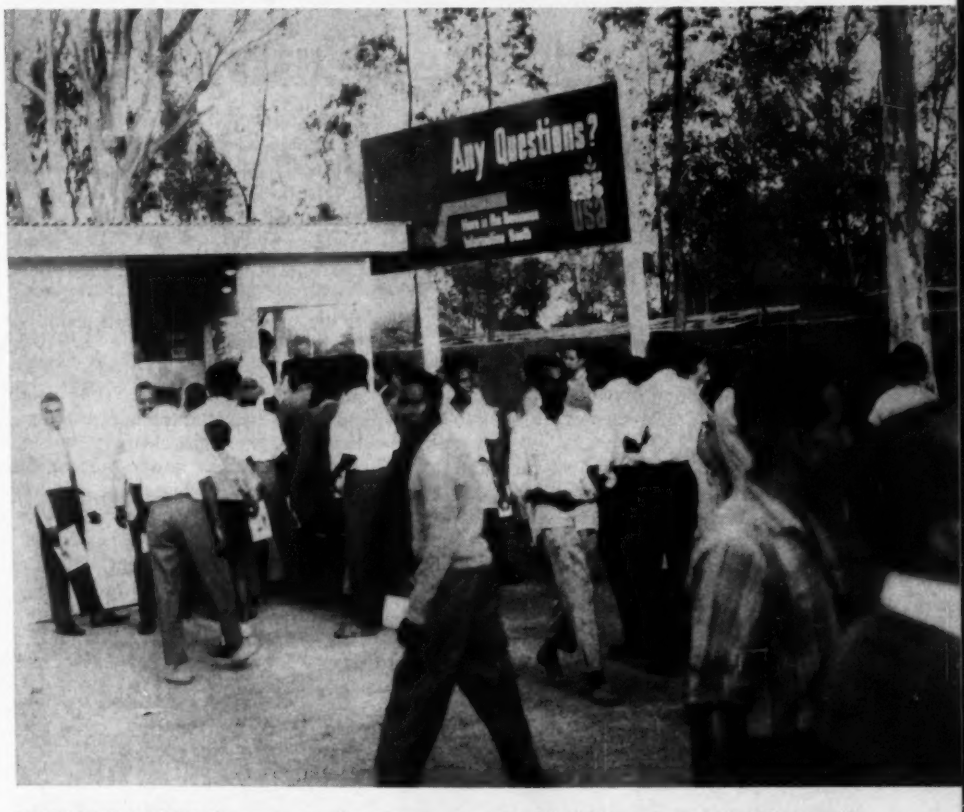
distributors. The American Pharmaceutical Association and the Pharmaceutical Manufacturers Association helped assemble them. The exhibit was highly successful and, because it was portable, has been used a number of times on both sides of the Iron Curtain.

Its most recent showing was in Damascus, Syria, last fall, where almost 800,000 persons viewed it.

Dr. Sami K. Hamarneh, curator in charge of the Division of Medical Sciences, Smithsonian Institution, Washington, D.C., who was born in Jordan, helped set up and operate the pharmacy and trained local college students as narrators.

During the run of the show, leading local medical personnel were invited, through the U.S. Embassy, to attend private demonstrations at times when the pavilion was closed to the public. This enabled them to examine the products more closely and to ask more questions.

Last year, exports of U.S. drugs and pharmaceuticals reached a record $290 million, 7.8% above 1963. Overseas sales are expected to continue to climb, particularly in the newer nations, where needs are expanding faster than facilities can be developed to satisfy them.



THROUGH THE DOORS they go in record numbers to see a complete U.S.-type drug store at the Nairobi fair. Health and hygiene highlighted the U.S. national exhibition. Initial sales inquiries were brisk.

Publicity program for London exhibit

An international publicity program was operating last week on behalf of dozens of U.S. firms who will seek foreign agents while participating in the London International Engineering Exhibition April 21-30.

From the commercial attache of the U.S. Embassy in London, commercial officers in U.S. embassies and consulates around the world received:

A list of names and addresses of U.S. companies that said they wanted to talk with prospective European, African and Asian agents during the London exhibition.

A complete listing of the names, addresses and products of the 83 firms which will be represented in the U.S. exhibit under the auspices of the Bureau of International Commerce.

Besides using the information to publicize the U.S. exhibition generally, the commercial officers were relaying it to prospective agents and distributors in their respective countries. At last report, the U.S. firms were interested in obtaining agents in 28 countries.

U.S. raw materials, equipment for metal-finishing industry to be shown at Tokyo Center

U.S. suppliers invited to exhibit at June 29-July 8 event; signs point to increased demand for goods to be displayed

U.S. suppliers of raw materials and equipment for the metal finishing industry are invited to show and sell their products at the first metal finishing equipment exhibit in the Trade Center in Tokyo June 29-July 8.

A commercial market survey, prepared for the Commerce Department's Bureau of International Commerce (BIC) indicates the economic expansion in Japan has spurred activity in industries using metal finishing equipment, processes and techniques.

Japan is the world's No. 1 shipbuilder, ranks second in electrical and electronic products manufacturing, third in steel production and fifth in motor vehicle output.

All signs point to continued growth in these industries and to an increased demand for metal finishing equipment. The United States traditionally has been the leading supplier in the Japanese market, which now averages about $40 million annually, exclusive of chemicals and raw materials.

Newcomers will find the market selective. Potential customers will be particularly interested in the latest technical developments. However, there is a clear indication that Japan's need for newer and better processes, chemicals and equipment provides ample room in the market for aggressive new suppliers who are competitive in the United States.

Potential exhibitors should remember that Japanese customers are fully aware of what the United States has to offer. However, much that is available in the United States is not now being offered in Japan. It is this particular area which presents the most immediate and promising sales opportunities.

A sampling, revealed in trade interviews in Japan, indicates the following specific areas of need: automatic processing equipment, chemical cleaning, waste treatment procedures and equipment, pyrophosphate and sulfamate type plating processes, plating on aluminum, corrosion testing equipment and processing control and accessory testing equipment.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, Area Code 202, WOrth 7-3973, or contact any of the Department's Field Offices.

Additional details about international trade fairs and trade center shows are available from the Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

80 American firms write in for space at Budapest Fair

Participation marks first time U.S. has gone to Hungary event

For the first time, the United States will participate in the Budapest International Fair in Hungary, May 21-31.

More than 80 American firms have requested the Commerce Department's Bureau of International Commerce to reserve space for them in the U.S. national exhibit. Approximately one million visitors from both eastern and western European countries are expected to attend.

Designed to show American progress in the post-war years, the U.S. display will occupy two pavilions on the Budapest fairgrounds. It will be built around the variety and high quality of consumer products in the home, and the machines and equipment which produce and distribute these products.

Photomurals of 14 major post-war events affecting consumer life will be in the entrance of the first pavilion, and will set the theme for the exhibit. The events include the computer revolution, the advent of convenience foods, intercontinental television, and the peaceful use of atomic power.

Consumer products for the kitchen, leisure time, cultural and physical recreation, home improvement and personal travel in the United States will comprise the first group of exhibits.

The second area will be devoted to progress in merchandising and distribution. One highlight of this area will be a conveyor system operated by local blind people trained especially for the exhibit.

American progress in agriculture, food processing, communications, automobiles, fashions, and water sports will be displayed in other exhibits.

Industrial fasteners to go on display at London Center

Britain should be $12-million market by 1967, survey states

U.S. producers of advanced industrial fasteners are offered an opportunity to book space for a show at the Trade Center in London Sept. 7-17.

Surveys conducted for the Bureau of International Commerce (BIC), sponsor of the exhibit, shows that Britain should be a $12-million market for advanced fasteners by 1967. The potential U.S. share is estimated at $5.2 million or more.

British industry, which now produces a full range of standard fasteners, looks to the United States as the primary source for innovations in fasteners, according to the surveys. Sales opportunities are especially promising for the following advanced types:

Blind rivets; self-drilling tapping screws; thread-cutting or thread-forming screws, known as "self tapping" screws; self-locking nuts, bolts, and screws; specialized pins and inserts; spring-steel fasteners, and structural adhesives.

Britain also has a rapidly growing demand for fastener applicators and fastener producing machines. A good opportunity is believed to exist for the sale of specialized equipment for the newer metals, such as titanium.

The promotion of U.S. fasteners in Britain should take two approaches, the

surveys suggest. The first is emphasis on the wide range of fasteners available from the United States, where manufacturers can meet many special requirements off-the-shelf. The other is emphasis on production engineering expertise of U.S. industry, reflected in advanced fasteners that reduce labor costs.

U.S. Trade Centers have been successfully putting American manufacturers in touch with potential overseas customers, agents, and distributors since the first Center opened in 1961. BIC now operates six Trade Centers in major world market areas—London, Frankfurt, Bangkok, Milan, Tokyo and Stockholm.

A recent exhibit of commercial fasteners by 38 American manufacturers at the Trade Center in Frankfurt resulted in thousands of dollars in immediate orders from German industrialists. Indications point to the sale of about $5 million worth of fasteners in 1965 to European manufacturers who visited the Frankfurt exhibition.

Write: Bureau of International Commerce, code 8194, Department of Commerce, Washington, D.C. 20230 (phone WO. 7-3350), or get in touch with any Commerce Department Field Office.

Electricity impact to be demonstrated at fair in Zagreb

How it provides better living to be theme of U.S. exhibit

The social and economic impact of electricity in U.S. homes and factories during the 20th century will be demonstrated in Zagreb, Yugoslavia, next fall.

The Department of Commerce announced that it will stage a "Better Living Through Electricity" exhibition at the Zagreb International Trade Fair Sept. 9-19.

The exhibition, 10th consecutive U.S. presentation in Zagreb, is part of a program sponsored by the Department's Bureau of International Commerce to strengthen the nation's foreign relations through mutual understanding among the world's people.

While the emphasis in this program has been primarily educational and cultural, in the past nine years several million dollars in sales have been made by American participants.

U.S. manufacturers of a full range of equipment are invited to show and sell their goods in the exhibit.

Fast work

In a representative home setting, appliances will be used to display and demonstrate how the American homemaker of today can do 10 times as much work in half the time as her grandmother did. Electrical toys and electronically amplified musical instruments will also be featured.

One whole section of the exhibit will be devoted to electricity in industry to relate the availability of cheap electric power to America's general technological development in the last 80 years. Data processing, food processing, and modern communications systems will be shown in operation.

Other aspects of electricity in this part of the exhibit will include high line installation and maintenance equipment and electrical and electronic medical diagnostic and analytical equipment.

There is no charge to manufacturers for participating in the show. Exhibitors assume only the costs of domestic inland freight and all-risk insurance.

Write: George Ashworth, Room 6312, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, Area Code 202, WO 7-3844. Information may also be obtained from any of the Commerce Department's 42 Field Offices located throughout the United States.

American industrial designers have chance to meet potential British clients at show in June

London Trade Center exhibit set June 15-25; special feature to be seminar on industrial design; seven categories scheduled

An exhibition in London in June will provide U.S. industrial designers with an opportunity to meet potential British clients and to negotiate agency agreements with design firms of complementary talents.

The Industrial Designers' Services Show at the Trade Center in London, June 15-25, will be sponsored by the Bureau of International Commerce, in cooperation with a joint committee of the American Society of Industrial Designers/Industrial Designers Institute and the Package Designers Council.

U.S. designers are invited to show samples of their work to style-conscious British businessmen by graphic presentation or by product, package, or printed material.

Industrial design

Display areas will include the following categories of industrial design: transportation, electronics, home furnishings, appliances, industrial equipment and machinery, packaging, and office and business equipment.

A special feature of the exhibition will be a seminar on industrial design—its need and application in world markets. Speakers and discussion panels will include both American and British designers.

U.S. manufacturers with subsidiaries in the United Kingdom already have introduced American design to Britain. Surveys conducted in the United Kingdom in most product fields show that British buyers look upon U.S. goods as outstanding in design. This awareness is increasing among U.K. manufacturers who are competing at home as well as in world export markets.

Interest in design

Exhibitions of well-designed products, mounted throughout the United Kingdom, also have spurred interest in design and its importance in marketing. The British Government allocates large sums for projects of the U.K.'s Council of Industrial Design and its Design Center.

Write: Bureau of International Commerce, code 8194, Department of Commerce, Washington, D.C. 20230 (phone: area code 202, WO 7-3838), or get in touch with any Commerce Department Field Office.

Biggest market in Africa

British, EEC firms have head start in Nigeria, but U.S. is gaining ground

By DAVID POST
Commercial Attache
U.S. Embassy, Lagos

Yankee persistence seems to be paying off in Nigeria, Africa's biggest market, where economic growth is helping to change the buying habits of a lifetime. Nigerians have more cash in their pockets and are looking around for the best the world market has to offer.

Entering 1965 with a reasonably healthy economy estimated to be realizing its projected annual growth rate of 4%, Nigeria expects a good business year in 1965.

The balance of payments is still causing some concern, though the loss of foreign exchange reserves has been greatly reduced. Foreign capital inflows were heavy in 1964 and should continue as investors seek a share of the growing market.

Nigeria's unfavorable trade balance worsened in 1964 but the chances for a reversal of the trend are considered good. Petroleum exports promise to increase considerably, and most other exports should yield about the same value of foreign exchange receipts in 1965.

The expected inflow of foreign capital, coupled with sustained export earnings, should permit Nigeria to maintain a high level of imports and a good market for foreign suppliers.

U.S. exports to Nigeria

Nigerian import statistics show 1964 imports at a record $712 million. The U.S. share of this may have reached 11% (based on its percentage share of imports for the first eight months) or $78.32 million, a figure $28 million in excess of 1963's total.

Although some of the U.S. gain can be attributed to tied purchases under the U.S. Agency for International Development (AID) program and "one time" imports of equipment such as expensive oil drilling rigs, most of it reflects a more vigorous effort by U.S. suppliers.

The backbone of the American export position in Nigeria is formed by a relatively small group of products, mostly in the agricultural and producer-goods categories. For example, wheat, unmanufactured tobacco, petroleum products, iron and steel pipe and tubes, agricultural tractors and parts, earth moving equipment and parts, commercial and household air conditioning machinery and parts, accessories for machinery, and second-hand clothing have been major sellers.

In addition to these sales leaders, the following U.S. products and commodity groups are gaining increasing acceptance and should be promoted vigorously in 1965:

Hops, dry milk and cream, fruit juices, frozen and canned vegetables, vegetable oils and fats, mineral waxes, ethyl alcohol, varnishes, lacquers and distempers, pharmaceutical products, phosphoric and other fertilizers, organic and other chemical products, paper and paperboard, yarn and thread of synthetic fibres, fabrics of synthetic fibres, piping conduits and guttering, duplicating, addressing and office machines, metal working machinery, agricultural tractors and parts, electric welding and cutting equipment, pumps, vacuum pumps, air and gas compressors, mechanical handling equipment, power tools, industrial sewing machines, wireless equipment, buses and heavy duty trucks, men's, women's and children's clothing, bed and table linens, medical instruments, meters, surveying equipment, and books and pamphlets.

Government projects

Under the U.S. AID program for Nigeria, expenditures of approximately $2.5 million for U.S. goods and services (Development Grant Program) should be made in 1965. Under the Development Loan Program, goods will be needed for a water supply project in Ibadan, a road between Calabar and Ikom in the Eastern Region, the Niger Dam, a comprehensive secondary school in Port Harcourt, and possibly for the National Telecommunications Project. Under the Development Grant Program, purchases will be made in support of AID's education, agriculture, industry, and technical support activities.

Other projects under the six year development program will be carried out by various Federal and Regional Ministries and Statutory Corporations.

The programs of the Electricity Corporation of Nigeria (extension of the national electric grid), the Nigerian Ports Authority (port improvements), and the Federal Ministry of Works and Surveys (roads and bridges) are particularly important. Direct inquiries to these bodies

DOCK REPAIRS don't slow up the flow of goods from this U.S. freighter tied up at Port Harcourt.

in Lagos should be made for information on specific projects.

The discovery of new oil fields in the Niger River Delta area is the most exciting economic development in years. Seven major oil companies, four of them American, are actively exploring for oil both on- and off-shore. Thirteen drilling rigs are already in operation.

Newly-completed pipe lines and terminal facilities are handling the rising daily production, which rose from 85,500 barrels per day in January 1964 to 202,000 barrels per day in January 1965.

U.S. investment in petroleum exploration is considered to be more than $50 million. Among the other oil investors, Shell-BP alone has probably put in more than $350 million.

Unique opportunity

All of this offers a unique opportunity for U.S. manufacturers of oil field equipment and services to develop impressive sales. U.S. oil field equipment is well known to the companies and is preferred in many cases for its quality and versatility. Marketing is facilitated by the recent establishment of offices by several U.S.-owned or managed oil-field supply and service companies. Sale opportunities are considered good for drilling bits, drilling muds, casing and pipe, and a wide variety of supplies such as nozzles, rotary hoses, well head fittings, liners, pistons and rods, and mudline valves.

The whole thrust of the Nigerian economic effort is toward rapid industrialization. Furthermore, the effort is paying off; since 1960 there has been an average of 50 new industries with at least 10 employees established per year throughout the Federation.

Recently established industries include textiles (weaving, spinning, printing, dyeing), cement, brewing, soft drinks, automobile tires, aluminum products, plastics, metal windows, meat processing and canning, tobacco products, footwear, paints, lumber and plywood, furniture and cabinet making, glass and glass products, metal boxes, paints, enamels, soaps, detergents, cosmetics and pharmaceuticals.

Although the U.S. is already a major supplier of industrial machinery to Nigeria and has increased its sales of certain items markedly, it has run a distant third to the United Kingdom and the EEC countries as a group. British and EEC owned companies have been in Nigeria for many years and have dominated the industrialization process almost completely.

However, as the new industries begin to produce and compete they will have to acquire machinery of the latest design and highest efficiency. Local managers will be less inclined to buy from original suppliers if better machinery can be obtained elsewhere. Sales of replacement or additional machinery for expansion offer good opportunities for U.S. suppliers.

American firms should send sales representatives to visit Nigerian factories, size up market potentials and work closely with local distributors to develop competent salesmen. Spare-parts stocking is an absolute necessity. U.S. machinery exporters have not paid sufficient attention to this in the past.

Competitive prices and attractive financing arrangements are also important.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Farm equipment

Nigeria is striving to increase the productivity of its farmers. Increasing population and the foreign exchange shortage demand an ever-expanding agricultural output.

Programs to teach modern farm techniques, including use of tools, fertilizers and agricultural chemicals are under way, and cooperative and plantation farming is being encouraged. Thus, U.S. sales of agricultural tractors and fertilizers were up considerably in 1964 and it appears that a small but growing market is developing for modern agricultural equipment and supplies.

Export opportunities are promising and should be examined. Fertilizers (phosphatic and nitrogenous), agricultural chemicals and insecticides, tractors, cultivators, groundnut decorticating machinery, oil expressing machinery, (groundnuts, cotton seeds, palm products), sugar refining machinery, cold storage refrigeration equipment, and grain milling, cleaning and sorting machinery appear to offer the best sales potential.

Consumer goods

Nigerians are accustomed to consumer products from Great Britain, Europe, India, Japan and Hong Kong. American exporters have had difficulty placing some of their products on the market because importers and distributors generally favor product lines that are well known to them and their customers. U.S. goods have also been considered "too expensive" and "too sophisticated" for the Nigerian market.

However, the consumer-goods market is changing in Nigeria, and American goods can find greater acceptance than before. The expatriate colony is larger and contains a higher percentage of Americans, who want U.S. products. Incomes are up and Nigerians are looking for new products of higher quality and modern design. Distributors (there are more of them now) are looking for products to satisfy this demand.

Exporters should emphasize canned and frozen foods, men's, women's, and children's outer clothing, women's lingerie and corsetry, domestic refrigerators, room air conditioners, men's shirts, lightweight suits, stereo and hi-fi sets and records, books and periodicals, household appliances (220 volt-50 cycle), select household furnishings, cosmetics, perfumes and pharmaceutical products.

The American exporter should realize that sales will not come easily in Nigeria. Market acceptance for new lines is often slow in the face of strongly established brand preferences. Many U.S. firms have been successful here only because they were willing to persist even though sales didn't cover promotion and sales costs in the early years.

On the other hand, the economy is growing and sales opportunities are greater than ever before for the aggressive marketer. For the firm with a suitable product and the willingness to work at selling it the rewards in the growing Nigerian market can be considerable.

SPANISH CLOTHING PLANT

A Spanish firm is interested in a joint venture to establish a factory producing ready-made clothing for men, women and children.

Write: Gamonal, Calle 11, Apartado 244, Burgos, Spain. WTD.

But won't the tires melt?

Italians build Highway to the Sun . . . expect it to warm up economy

By JOHN A. CANTWELL
Bureau of International Commerce

The Romans are once again building roads to carry their legions throughout Italy, and eventually perhaps to the limits of the known world. There's even talk of building highways to the sun, and what's more, it's been done.

The recently-completed Highway of the Sun (Autostrada del Sole), running for 470 miles along the backbone of Italy between Milan and Naples, is expected to spread economic sunshine into every corner of the country. It will also carry legions of newly-affluent Romans as they rocket about the country in gleaming automobiles, trying to find what's over the next hill.

The road will permit the profitable shipment of many commodities into formerly isolated areas, and will pump new economic life into the previously-neglected South.

The Autostrada is Italy's chief contribution to Europe's planned system of 26 international expressways which will draw the Continent's economies closer together than ever before. A proposed bridge across the Bosphorus will connect the European "E" System with the Pan-Asian Highway, which covers most of the distance between Istanbul and Singapore, on the other side of the world.

The Autostrada is the keystone of a planned network of express highways and first-class roads running the length and breadth of the Italian Boot, which will finally unite the Italian economy, a century after the nation achieved political unity. This economic union has been impossible as long as the South remained a collection of virtually isolated provinces, cities and towns set apart from each other as well as the rest of the country.

Detour

Formerly, a vehicle coming south to Rome from Milan faced either the narrow roads and steep grades of the Appenines or a long detour to the west.

The Autostrada has conquered the rugged Appenines. Where they couldn't go over or around, Italian engineers went through. In one 50 mile stretch between Bologna and Florence, the highway passes through 26 tunnels and over 80 bridges. But the curves are gentle and the maximum grade 3.75% and both driver and passengers can drink their fill of the beautiful Tuscan countryside.

This $432 million highway is only part of Italy's ambitious highway program. In the south, a highway is planned from Naples to Bari on the Adriatic. Bari will also be joined with Bologna by a highway along the lowland of the Adriatic Coast. Naples is linked with Salerno by another highway 33 miles long.

Construction has begun on the Calabrian Highway, 280 miles of express highway from Salerno to Reggio Calabria, at the toe of the Italian boot. Further north, the Autostrada from Florence to the sea, which connects with the western coastal road just north of Pisa and Leghorn, has been modernized and widened.

At the northern terminus of the Autostrada del Sole in Milan, expressways already reach out to Genoa and Turin in the west, to Como in the north and via Brescia to Venice in the east. Additional superhighways are being built or planned to further extend the Italian highway complex throughout the north and to the major Alpine passes and tunnels.

By 1975, 29% of automobile traffic, 11.7% of truck traffic and 4.3% of motorcycle traffic is expected to use the new highways.

FLATTENING THE APPENINES, the Autostrada is taking most of the lumps out of Italian highway travel.

Savings

The savings to highway users from reduced consumption of fuel and lubricants, slower deterioration of vehicles and shorter distances traveled could amount to from 15% to 30% of the present cost per kilometer. When the net is completed, the South of Italy will have better access to a regular flow of men and commodities from the rest of Europe than it has formerly had from the rest of Italy.

The Italian Government has passed legislation aimed at bettering the economic life of the South through industrialization. In 1950 the Fund for the South was created to finance the roads, utilities, railroads, and other infrastructure which would be necessary before industry could exist profitably in the South. Significant progress has been achieved, and in the last decade over 1,000 Italian firms and 50 foreign firms have established plants in the South. Italian economists expect the Autostrada del Sole to furnish an additional impetus to this development.

The manpower hired for highway construction will give the economy of the South a significant, if temporary, boost. Over 53,000 workers will be needed on highway and related construction projects in the South alone. On a nation-wide basis, about 16,000 laborers will find permanent employment in maintenance work on the highways.

The Autostrada del Sole and the other expressways and highways built or programmed will have major effects on Italy's distribution system. The long and narrow geographical outline of Italy makes the establishment of a centrally-located distribution hub difficult. Until now, the topography of the country has further complicated this situation.

Now, with fast roadways joining the major cities of Italy and the highway net expanding to every corner of the country, the flow of commodities from harbor, factory and warehouse to the rest of the country will not only be smoother but, in some cases, practical for the first time. For example, over one of the worst stretches of mountains, from Bologna to Florence, the Autostrada cuts an hour in travel time for a medium horsepower car and almost 3 hours for trucks and trailers.

Help for investors

Are you considering investment in emerging areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WOrth 7-4065.

Southern tourism

Tourism has been a major industry of Southern Italy for decades. Foreign tourists have made a welcome contribution to Italy's foreign exchange balance. Capri, Pompeii, the Sorrentine Peninsula, Ischia, the Greek ruins at Paestum and the magnificence of what remains of the Greek colonies on Sicily have attracted visitors from all parts of the world. In addition, the Italians themselves are travelling more than ever in their own country. The Autostrada del Sole provides a quick and beautiful avenue through Italy.

Construction began in 1956, and sections were opened as they were completed. As the final section of the Autostrada was not completed until this past October 4, no statistics are available to show the use that is being made of its full length. However, the figures on individual portions of the expressway are revealing. Traffic on the section from Milan to Bologna increased 179% between 1961 and 1963, with an increase of 65% in toll revenue. The stretch from Bologna to Florence carried 164% more traffic during the same period, with toll revenues up 55%. The portion of the Autostrada from Rome to Naples handled an increase of 161% in traffic between 1961 and 1963, with toll income up 41%.

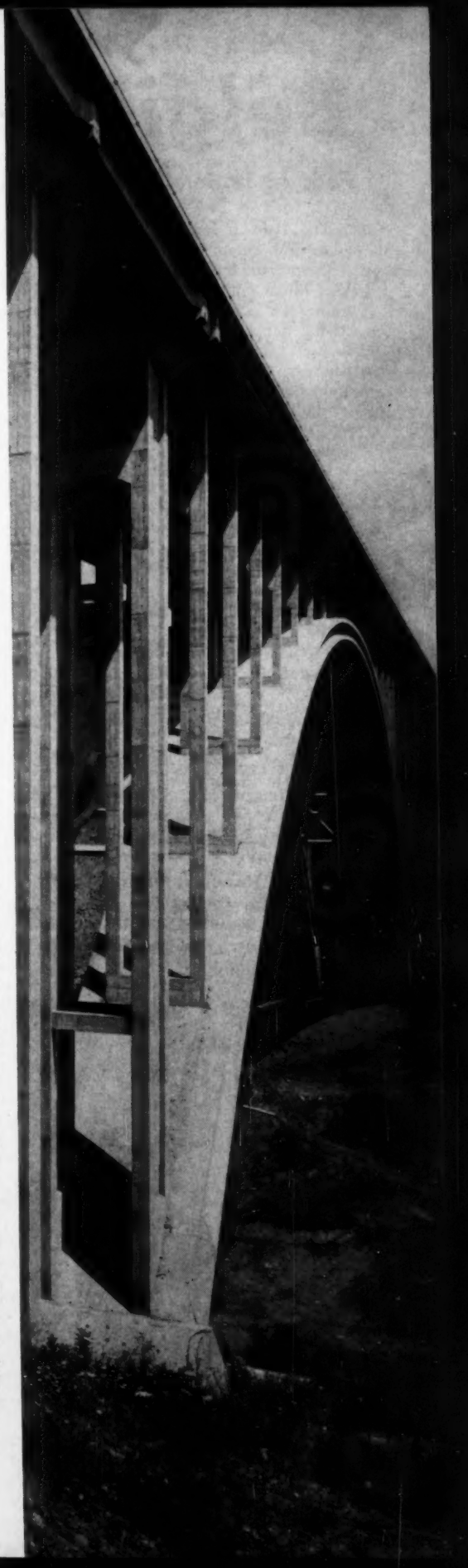
Services

The Autostrada's 57 interchanges provide convenient access to and from major intersecting arterial roads. Fifty-six service areas provide the traveller with service for his vehicle and a restaurant or snack bar. The Autostrada is regularly patrolled by emergency repair trucks of the Italian Automobile Club and along at least one section of the highway, emergency radio boxes are provided at short intervals for instant communication with the police, the Italian Red Cross and the nearest automobile service facility.

Tolls are high on the Autostrada. For example, an American-model car pays a toll of 1,750 lire or $2.80 for the 126-mile section of Autostrada from Naples to Rome. However, trucks and trailers of over 2½-tons capacity pay the same toll. The normal Italian car would pay at least $.90 less in tolls over the same stretch of road, as non-commercial vehicles are charged on the basis of engine power. Truck and trailer rates are based on capacity in weight. Buses have the highest rate. The Naples-Rome toll for a bus is 2,300 lire or $3.70.

Current information indicates that the *Strada delle Calabrie* from Salerno to Reggio Calabria and the *Autostrada* from Naples to Bari will probably be without toll.

The *Autostrada del Sole* winds through six regions and 17 provinces of the Italian Republic. There is no speed limit except at interchanges, where the limit is 100 kilometers or 62 miles per hour, and in some areas in the mountains. Paving is of asphalt with two lanes in each direction separated by a 3.3 yard wide central strip with anti-glare hedges. Paved emergency side lanes provide the third and outer lane in each direction.



Belgian boom loses steam

Foreign trade, U.S. investment at record levels, but expansion may be slowing

The Belgian boom of the last three years has begun to slow down.

Despite the leveling off in many sectors, U.S. investor interest and Belgian foreign trade were at record levels in 1964. Talk of the danger of inflation has subsided, though prices and wages will probably still edge up slowly. There was a pronounced tendency toward greater liquidity and less tension on the money market toward the end of 1964, with central bank reserves increasing.

Fourth quarter industrial production was only 2.4% above the fourth quarter of 1963, and the latest export figures indicate that sales of Belgian products abroad were slackening. Preliminary indications that construction activity will lessen was seen in reduced orders for new building. The most notable decline in orders was in the textile industry.

The 1964 gross national product was estimated at $15.3 billion, a growth of some 5% in real terms. The Ministry of Economic Affairs officially forecast a rise of 3.5 to 4% for 1965.

Based on the results of the first 10 months of the year, it is estimated that Belgium-Luxembourg (BLEU) foreign trade set a new record in 1964. Final figures are expected to show imports of $5.8 billion, 14% above 1963, and exports of about $5.5 billion, up 14.5%.

BELGIAN SHOPPERS spill over into the street along the Rue Neuve in Brussels' business district.

BLEU imports from the United States for January-October 1964 totaled $427 million, rising 11.2% above the comparable 1963 period. Despite this substantial increase, the U.S. share of the BLEU market slipped to 8.8% from 9.2% in 1963.

Detailed commodity data for imports from the United States are available for only the first eight months of 1964. The most significant changes occurred for animal and vegetable fats and oils (up 427%), live animals and animal products (up 53%), precious stones and metals (up 47%), machinery and electrical equipment (up 37%), stone and glassware (down 40%), optical and precision instruments (down 36%), and arms and ammunition (down 27%).

BLEU exports to the United States were $383 million, 8.4% above the 1963 period. The U.S. share of total BLEU exports was 8.3% against 8.8% in 1963.

EEC trade stronger

The European Economic Community (EEC) remained BLEU's most important trading partner, supplying 53.5% of total imports (52.4% in January-October 1963) and taking 62.3% of total exports (60.4% in 1963).

Industrial production continued to expand, but at a slower rate. First-quarter production in 1964 was 11.2% above 1963. The second quarter was 5.7% higher. The third and fourth quarters were 7.9% and 2.4% above the corresponding quarters of 1963. However, the slowdown was not uniform throughout the economy, with some sectors continuing to expand.

Coal production in 1964 remained at practically the same level as 1963. Pithead stocks have become a problem again, with almost one million tons accumulating since the beginning of the year. The relatively mild winter is expected to cause a still greater build-up of stocks.

The year 1964 was an outstanding one for crude steel production, with fourth-quarter output up 10% over the third quarter and 18% above the last three months of 1963. No production slowdown was evident at the end of the year.

The industry was spurred by a flurry of orders from U.S. steel consumers building up stocks against a possible strike in the U.S. steel industry. On the other hand, orders from Belgium's ECSC partners have slowed somewhat. Rolled steel, wire products, and steel bars have all done well, whereas the demand for steel sheet has not been very strong.

Metal manufactures experienced a slack period during the third quarter and orders remained slow for the rest of the year. Consumer durables were the bright spot in a lackluster overall picture.

In real trouble

The textile industry appeared to be in real difficulty by the year's end. Wool textile production had been low for several months, and cotton experienced the same trouble through the fourth quarter. Import competition is apparently the major problem, and the industry does not look for any real improvement in the near future.

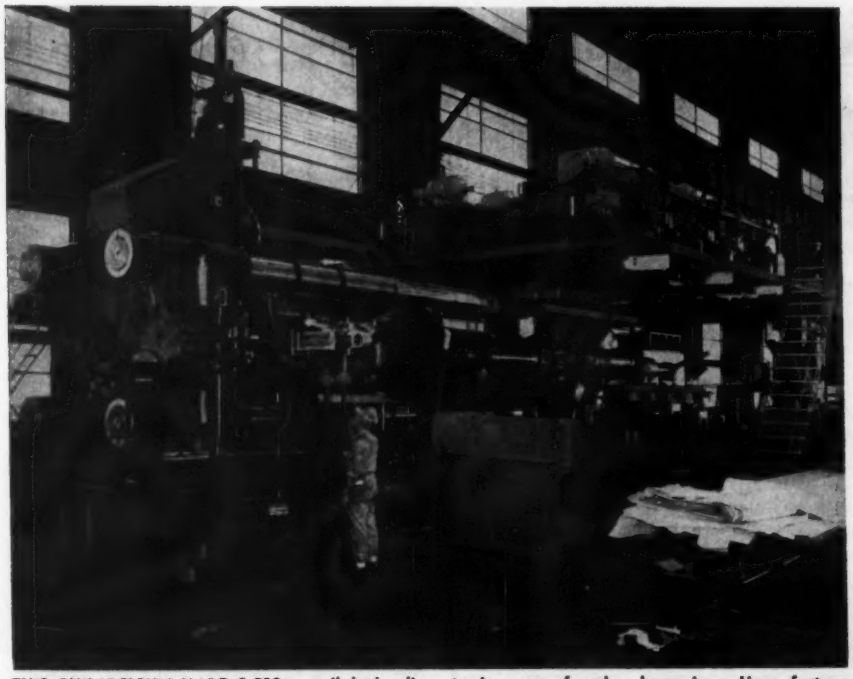
While construction continued at a rapid pace, it seems likely that this will not continue through 1965. Orders for new building have fallen off, and there have been no new requests for foreign labor in the construction industry.

Total value of the diamond industry's import-export trade for the first three quarters was a record $346 million, compared with $275 million for the corresponding period in 1963. The upward trend continued through the last quarter.

Beginning on a small scale in 1966, natural gas from the Groningen field in the Netherlands is to be distributed in Belgium. Distribution plans call for the corporate structure of DISTRIGAS, the large Belgian gas distributor, to be changed completely and its capital to be increased from its present $8 million to $28 million. The reorganized company will be a joint venture, comprised of DISTRIGAS shareholders, the Belgian Government, and the Nederlandse Aardolie Maatschappij (the Standard Oil-Shell combine formed to develop and export gas from the Netherlands).

Electric power production increased by 10.9% in 1964. This growth reflects Belgium's mass use of electric household appliances.

The Belgium Merchant Marine now includes 100 vessels totaling 727,851 gross registered tons. At the end of the year, eight ships were under construction in Belgian yards, including one 46,000-ton tanker, and two ore carriers of 63,500 and 51,700 tons.



THIS PHILADELPHIA-MADE 3,500-ton oil hydraulic extrusion press found a home in a Liege factory.

Preliminary figures indicate that ocean-going traffic in the port of Antwerp rose more than 4% during 1964. Cargo handled for the same period was estimated at over 51 million metric tons, an increase of more than 10%.

Construction of the Zandvliet canal and docks for ocean-going vessels, which will create new berths and industrial sites and double the water surface of Antwerp's inner harbor, is expected to be completed during 1966. The Scheldt-Rhine Canal Treaty with the Netherlands was approved by the lower house of the Belgian Parliament, and the Senate is expected to act favorably on ratification in the near future.

Investment interest high

U.S. private investment remained high during the quarter, with the establishment of 26 new American firms in Belgium. These businesses will trade in or manufacture petroleum products, chemicals, cotton fabrics, plastics, electronics, fasteners, equipment for producing very low temperatures, pharmaceuticals, spark plugs, rubber products, latex foam, machine tools, chewing gum, and confections; others will offer marketing, advertising, insurance and engineering services. These new businesses brought the number of American affiliates and subsidiaries in Belgium to 525. The Belgian Office of Investment in the Ministry of Economic Affairs estimated the value of 1964 foreign investment at the record level of $160-200 million, with the American share approximately $75-90 million. The 1963 figures were $108 million and $72 million.

Fiscal receipts remained high during the fourth quarter, pushing the total for the first 12 months of the 15-month fiscal year to $2.79 billion, $174 million above initial estimates and $322 million better than 1963. Although the performance was very satisfactory, it should be noted that prices rose about 5% during the year and income taxes accordingly showed the greatest increase. However, Belgium's 13% increase in tax receipts was slightly below the average for the other EEC countries.

The retail price index rose throughout the fourth quarter, reaching 122.16 by the end of the year (1953=100). This resulted in an automatic wage increase averaging 2.5% for almost a quarter of a million blue-collar workers.

At the beginning of the last quarter the inflationary problem was still a much discussed issue, but as the period wore on it was felt that danger of inflation had been considerably exaggerated.

Labor developments

Some important labor moves were taken in the last three months of 1964 and the early part of the new year. The trainway and bus employees, petroleum workers, and miners won substantial wage and work concessions.

The metal workers' unions signed a 2-year collective agreement with Fabrimetal, the large metal products employers' association. The metal workers' unions were successful in having wages tied to the retail price index for the first time.

The EEC Council of Ministers has decided to establish unified grain prices within the EEC effective July 1, 1967. The unification will raise prices for some grains, which are expected to make feeding costs for Belgian livestock producers about 10% higher. To offset these increased costs, the Belgians have obtained agreement to remove all restrictions on intra-Community trade in pork, poultry, and eggs when grain prices are unified.

The 1964 wheat crop was estimated at a record 911,000 metric tons. Sugar output from the 1964 beet crop, some 470,000 metric tons, far exceeded Belgium's domestic requirements, and the sugar industry is actively seeking export outlets. Although farmers complained about low beet prices, prices for other farm products were strong during late 1964. Grains, flax, eggs, poultry and cattle prices in December were all above those of the corresponding 1963 period. Hog and potato prices, however, were much lower.

New England traders to study prospects in Latin America

New England exporters will explore the outlook for private initiative in Latin American development in a one-day conference at the Sheraton-Boston Hotel April 22.

Sponsored by the Pan American Society of New England and the International Trade Association of New England, the conference will mark the 75th anniversary of the Pan American Union.

Teodoro Moscoso, former U.S. Coordinator of the Alliance for Progress, will be the keynote speaker. He will be followed by a panel discussion of the prospects for Social Evolution by Private Initiative.

The conference will then break up into two separate panels dealing with Business Opportunities and Challenges in Latin America, and Voluntary Agency Activity in Latin American Development.

The dinner program will be announced later.

For tickets or further information, **write:** World Trade Week Conference, c/o Pan American Society of New England, 75A Newbury Street, Boston, Massachusetts (Phone: CO 6-2248).

Paraguay's 1964 trade surge likely to be repeated in 1965 as economy continues to expand

U.S. commercial shipments picked up slightly during the year; rising water level frees flow of commerce on Paraguay River

Paraguay's previously sluggish imports increased sharply at the close of 1964. Although the fourth quarter is normally a slack season, the economy continued its broad expansion and the outlook for 1965 remains bright. Agricultural production and the agriculture processing industry continued to grow throughout the entire year.

Imports, which had lagged earlier in the year, reached $10 million during the fourth quarter. Representing an increase of 18% above the previous quarter, this was 31.7% above fourth quarter 1963. Improved river transportation and heavy demand both contributed to the strong increase during the fourth quarter. The 1964 import total of $33.8 million was 3.6% above the total for 1963.

Increases were noted in the importation of transportation equipment, textiles, agricultural equipment, metal products, and machinery and motors. The upsurge of imports begun in the fourth quarter was expected to continue into 1965, particularly with respect to capital goods.

The U.S. share of the market, 17.2% for the year, was difficult to compare with 1963, because of a decline in non-commercial transactions involving PL 480 shipments. It appeared that U.S. commercial shipments to Paraguay increased modestly during 1964.

Leading customer

The U.S. was again Paraguay's leading customer, buying $11.8 million, or 23.7% of total exports—slightly more than Argentina's 23.4%.

Exports for the fourth quarter, sparked by sharply increased lumber shipments boosted fourth quarter exports to $13.1 million. Total exports, paced by meat, wood, and agricultural products, reached an unprecedented $49.8 million for 1964. This was 23.8% above 1963's $40.2 million, which in turn had been a record 20% above 1962. The 10-year average of annual exports for 1953-62 had been $32.6 million. Further, the export outlook for 1965 appears equally promising.

Favorable weather brought agricultural production higher than in any year in a decade, with prospects for 1965 appearing better than normal.

Industrial activity continued to rise, and was even higher than during the excellent fourth quarter of 1963. High international prices and the modernization and expansion of processing facilities helped the meat industry produce and export over $15 million in meat and by-products in 1964. Several firms imported new meat-processing machinery and equipment during the year, and two new facilities were being readied for their first production as the year ended.

Fully recovered

The lumber industry had fully recovered from its depression of the past several years, by the end of 1964. Lumber exports during the fourth quarter were 138% higher than for the corresponding quarter of 1963. The portion of sawn lumber in relation to log exports continued to increase, and several new plants producing wood-products had either just begun operations, were under construction, or were planned.

The production of quebracho extract was at near-capacity levels during the fourth quarter in the nation's two remaining plants.

Textile production was believed to be 15% above the total for 1963. The cessation of operations by Grau, S.A., was more than compensated for by the remainder of the industry. Import substitution and greater domestic demand accounted for the sales increase. Industry sources plan to increase capacity by a third, and are seeking foreign financing for part of the cost.

Work reportedly commenced on the construction of Paraguay's first petroleum refinery, Refineria Paraguaya, S.A. Also, the Government of Paraguay approved applications for the duty-free importation of machinery to construct or modernize three vegetable-oil plants and two rice mills.

The Paraguayan firm Industria Agro Metalurgica Paraguaya has announced that it will import machinery for the complete assembly of bicycles, motorbikes, motor scooters, motorcycles, and three-wheeled motor cargo carriers.

Construction boom

Construction activity during the fourth quarter was at least 20% higher than for the last quarter of 1963. Cement production was 31% above fourth quarter 1963, which had been 28% above the previous year.

Retail sales were 20% to 25% above the comparable 1963 quarter.

Rising water levels on the Paraguay River allowed the free flow of river commerce to Asuncion, and an AID-assisted emergency road connecting Asuncion to a river port south of Villeta was completed as the river began its rise. The United Nations approved a grant of $801,000, which, along with a Paraguayan contribution of $850,000, will finance a four-year engineering study of the Paraguay River from its junction with the Parana River to Asuncion. Meanwhile, a World Bank official indicated that a loan for the expansion of the Port of Asuncion would be approved.

The Government of Paraguay requested a $3.3 million loan from AID to repair and rehabilitate Asuncion Airport. Various discussions for the acquisition of British and French jet and turbo-prop aircraft were reported, but apparently no agreements were reached.

Net international reserves stood at $5.3 million at the year's end—the highest year-end figure during recent years.

Substantial amounts of short-term commercial debt for imports were paid during the quarter. The International Monetary Fund signed a standby arrangement for $5 million with Paraguay during the quarter, strengthening the business community's confidence concerning exchange-rate stability and foreign payments capacity.

The cost-of-living index in Paraguay increased by 2.6% during 1964.

Lebanon exempts small shipments from licensing

Shipments of merchandise imported into Lebanon and valued at $162.34 or less no longer will require an import license, according to a recent Government decree.

Export shipments are exempt from licensing if valued up to $64.94. Such shipments nevertheless remain subject to Governmental approval.

Brussels around the world

Australia plans to implement Brussels Tariff Nomenclature, joining 75 other countries

Australia will begin tariff operations under the Brussels Tariff Nomenclature on July 1, joining the 75 countries using the system that sets a common basis for classifying goods in customs.

A bill is expected to be presented in Parliament shortly to legalize the new nomenclature so it can become effective by the target date.

The Australian Minister of Customs and Excise has urged importers and manufacturers to examine closely the draft Working Tariff to make certain it preserves their existing trade interests in relation to levels of import duties and to notify the Customs Department in Canberra where it does not.

Additional tariff branches have been created in each capital city to assist traders and answer questions on the new system.

Joins 75 countries

According to a Nomenclature Committee report made last December in Brussels, 75 countries were operating Brussels-type tariffs and 23 countries were preparing such tariffs as of Oct. 30, 1964. The U.S. does not use the Brussels Tariff Nomenclature.

The Brussels Tariff Nomenclature (BTN), officially adopted in 1959, is published in two official languages—English and French—and a Spanish text has been developed by the Spanish-speaking member countries.

Countries adhering to the BTN use a common classification for goods going through national customs. The system provides a framework for classifying these goods and includes interpretive rules and legal notes designed to insure maximum simplicity, precision and exactness.

The BTN, in addition, is used by many regional organizations, including the European Economic Community, European Free Trade Association, Latin American Free Trade Association and the Organization for Economic Co-operation of Afro-Malagasy States.

The idea for a common customs tariff framework first came up at a 1927 World Economic Conference sponsored by the League of Nations. A Draft Customs Nomenclature was completed in 1931, revised in 1937 and became known as the Geneva Nomenclature.

In 1948, a study group began work toward establishment of a uniform customs tariff to be used by countries willing to participate. This work led to the eventual adoption of the Brussels Nomenclature.

There are over 1,000 BTN headings, arranged in 99 chapters. The chapters in turn are grouped into 21 sections. Each heading is identified by four digits—the first two representing the chapter in which the heading appears and the next two indicating position in each chapter.

Three-part system

The system has three parts—general rules for interpretation of the Nomenclature; a list of headings covering all items in international trade; and notes to each section and chapter.

Each country using the Nomenclature is legally bound to the four-digit BTN but can subdivide to a six or eight digit level to meet individual needs.

Countries also may set up, within the main headings, sub-headings which cover products or categories of products needing special treatment.

As of June 1964, countries using the Brussels system included Algeria, Angola, Burundi, Cameroons, Central African Republic, Chad, Congo (Brazzaville), Congo (Leopoldville), Dahomey, Gabon, Guinea, Ivory Coast, Libya, Malagasy Republic, Mali, Mauritania, Morocco, Niger, Rwanda, Senegal, Togo, Tunisia, United Arab Republic, Upper Volta, Spanish Africa, South Africa.

Bolivia, Brazil, Cuba, French Guiana, Guadeloupe, Haiti, Martinique, St. Pierre and Miquelon, Comoro Islands, Surinam, Cambodia, Iraq, Israel, Japan, Jordan, Laos, Lebanon, Pakistan, Philippines, Syrian Arab Republic, Thailand, French Polynesia, New Caledonia, Austria, Belgium, Denmark, Finland, France.

Germany, Greece, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, United Kingdom, Yugoslavia.

Countries with draft tariffs are Ethiopia, Gambia, Ghana, Liberia, Mozambique, Nigeria, Sierra Leone, Somali Republic, Argentina, Chile, Colombia, Jamaica, Paraguay, Peru, Uruguay, Indonesia, Iran, Saudi Arabia, Viet-Nam and Australia.

Training handbook

Australia is making available on application to the Collectors of Customs a training handbook for importers and manufacturers who wish to study the new nomenclature in detail.

The Collectors of Customs also will advise on problems encountered by customs agents, importers and manufacturers. To assist customs agents and importers in becoming familiar with the Brussels Tariff Nomenclature, a system where the Brussels tariff item may be endorsed on normal entries has been effected.

Turks reduce duties on oil-seed presses

The rate of customs duty on oil-seed presses imported into Turkey has been reduced from 50% to 10% ad valorem under certain circumstances. To qualify for this reduction, the presses must leave less than 5% of oil in the cakes, and must be approved and certified by a committee of government-appointed experts after the machines have been imported and assembled.

The remaining 40% ad valorem must be deposited with the Government, or covered by a bank guarantee, but will be refunded when the examining committee approves the presses.

ELECTRIC MACHINE TOOLS

Licensing rights sought to produce American electrical machine tools of advanced designs by a Sweedish manufacturer of shapers, chippers and smaller drilling machines.

Write: Prema Maskiner AB, Malmstensgaten, Varnamo, Sweden. WTD.

India announces new bleeding madras export regulations

The Indian Government has set higher export prices and a new world-wide quota system for bleeding madras cloth exporters, effective April 1.

The new regulations stipulate that Indian shippers may enter into legally valid contracts with foreign buyers only after the Joint Chief Controller of Imports and Exports, Madras, has assigned them an annual export quota and registered their sales contracts.

The Government will continue to enforce its bleeding madras quality control and preshipment inspection requirements.

The price section of the ruling sets export floor and ceiling prices of 52½ cents and 63 cents respectively per linear yard at least 40 inches wide f.o.b. Indian port for all shipments of bleeding madras cloth made from April 1 on.

In addition, Indian shippers must register all their export sales contracts with the Joint Chief Controller of Imports and Exports, Madras, who in turn will clear only those shipments that state the actual export sale price; show a price falling within the 52½ and 63 cent floor and ceiling price levels; and do not contain a clause, permitting escalation of the price.

Performance counted

The world-wide annual export quotas of madras cloth to be assigned each shipper by the Joint Chief Controller, Madras, will be based on that exporter's actual shipments made during his best performance year from 1959 to 1964 inclusive.

Exporters were directed to file quota applications on or before March 1, in certificate form from a registered chartered accountant showing dates and invoice values of shipments, yardages shipped, and dates payments were received.

Indian shippers will have access to the second half of their annual quota only after the first-half quota is fully utilized.

Those who did not ship at least 75% of their quota during the 12 months beginning in April are liable to partial reduction or complete withdrawal of future quotas. Unshipped quotas may be carried forward only one month from one quota year to the next.

Uruguay devalues peso

The Bank of the Republic of Uruguay has established the new pegged rate for the peso at 23 to the dollar, buying, and 24 to the dollar, selling. The old pegged rate had been 18.2-18.7.

The National Council of Government has resolved to cancel the general import suspension in effect since Jan. 11.

Indonesia alters exchange rate for tourists' funds

Foreign currency held by tourists or short-stay visa holders in Indonesia may now be converted at the rate of Rp. 4,250 per U.S. dollar instead of Rp. 1,600. The new rate will fluctuate according to market demand for so-called "complementary foreign exchange," which includes foreign currency held by tourists.

Complementary foreign exchange may be held without restriction but may be sold or transferred only through banks or dealers authorized to handle foreign exchange. The more advantageous rate apparently does not apply to long-term visa holders (over three months).

Ceylon increases quotas for short-supply items

Ceylon has increased import quotas for a number of items in short supply including chemicals, agro-chemicals, fertilizers, tires, tubes, vehicle spares, batteries, tractor parts, radios and spares and engineering stores.

Advance allocations made against the January-June quotas (in thousands of U.S. dollars) are:

Fertilizers, 8,820; chemicals, 890; agro-chemicals, 722; automotive tires and tubes, 2,186; cycle tires and tubes, 58; automotive spares, 2,154; cycle spares, 15; cotton fabrics (standard type, not above 21 cents a yard, c.i.f.) to private trade, 3,025; fabrics (other than cotton and jute) to Government Cooperative Wholesale Establishment, 40 million yards; dry cell batteries, 725; radios and spares, 188; tractors and parts, 630; and engineering stores, 849.

Licenses for some of these items (only tires and tubes and automotive spares are specified) were issued with the stipulation that the orders must arrive in Ceylon by the end of February.

The Government has not announced whether it will renew or cancel licenses for affected goods arriving at a later date.

Colombia lists rules for new sales tax

Colombia has clarified provisions of its new sales tax as they conceive exemptions from the tax and avoidance of multiple tax payments.

All transactions are subject to the tax except food items of popular consumption, drugs, school books, and exports. Food items of "popular consumption" includes "all products natural or artificial that contribute to human nutrition and are necessary for the development of biological processes except foreign and domestic liquors, imported olive oil, chewing gum and imported preserves.

Also exempted from the tax are fertilizers, insecticides, animal feeds and all printing materials used in teaching.

The tax is imposed on specifically listed items at rates of 5%, 8%, and 10%; on all other items at 3%.

Assessment basis

It is applied when the manufacturer or importer of the finished item delivers and transfers possession to another person, completing a transaction. In response to complaints of multiple tax payments, the new ruling provides that when an article is sold to a producer for further fabrication, only the last individual or firm to use the article in a production process is to pay the tax.

The basis for assessing the tax is the total price agreed to between the importer or manufacturer and the purchaser, including finance expenses, accessories and porters.

For further details about the sales tax and its applicability, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

All Panama dairy herds must be checked for TB

All dairy herds in Panama must be supervised by the Ministry of Agriculture for the eradication of brucellosis and tuberculosis. A government decree provides that by Jan. 1, 1968, only milk from herds which are free of the two diseases may be sold in the cities of Panama, Colon, David, Penonome, Aguadulce, Chitre, Las Tablas and Santiago.

Total milk production in Panama is about 1.2 million liters a week, 71% for sale, 23% for family use by cattle owners, and 6% for cheesemaking.

Indonesia sets taxes on luxury imports

Additional information on Indonesia's new taxes on the import and transfer of luxury and semi-luxury goods reveals that products in economic Group IV for which the import duties are 300% and 800%, and certain other products mainly in Group III, are subject to a 10% import levy.

This levy, which must be paid by the importer, is calculated on the total import price (the c.i.f. purchase price plus import duty and any other special import taxes).

In addition, levies of 20% for semi-luxury goods and 30% for luxury goods must be paid by domestic buyers on specified commodities. These levies constitute a new form of sales tax and come on top of the more general sales tax which amounts to 5, 10, and 20%.

Some commodities such as wireless sets and electrical household equipment are subject to the 20 or 30% levy for every sale and resale, while motor vehicles are subject to the levy only at the first sale after being imported.

Reduction in mind

While both new levies are being imposed by the Government to recoup some of the revenue lost by the recent lowering of income and corporation taxes, they were also designed to reduce imports of less essential goods.

The domestic levy takes an appreciable bite from consumers of luxury goods, especially those for which a 20 or 30% tax is levied on every resale.

The luxury and semi-luxury taxes will apply to a considerable number of items currently imported from the United States, including motor vehicles, a small volume of household equipment and appliances, and photographic supplies.

The Bureau of International Commerce, Washington, D.C. 20230, has lists of the specific commodities subject to the new levies and will furnish additional information on request.

EXPANDED POLYSTYRENE

A French firm engaged in the processing and transformation of plastic products, chiefly expanded polystyrene, seeks license to produce U.S. plastic products.

Write: Internationale de Distribution et de Transformation, 281 Route d'Espagne, Toulouse, Haute-Garonne, France. WTD.

San Andres Island limits new commercial ventures

The Intendent of San Andres and Providencia, two Caribbean islands owned by Colombia, has issued two decrees to regulate the number of commercial establishments on the island of San Andres.

One states that mayors of the various municipalities may not authorize the opening of new establishments or the reopening of any which suspended operations prior to Feb. 19.

The other creates a Commercial Board for the Intendency with power to determine the requirements and number of commercial establishments authorized to do business in each municipality. The Board is also charged with eliminating the practice of under-invoicing to circumvent the 1,500 pesos (9 pesos equal $1 at certificate exchange rate) purchase limit of each visitor returning to the Colombian mainland.

Iraq splits medical import responsibility

Responsibility for the import of all drugs, medicines, medical instruments, and baby food and milk into Iraq has been divided among three nationalized trading companies.

X-ray equipment, spare parts, and films for medical purposes have been assigned to the African-Iraqi Trading Company.

Baby food and milk, medical, surgical, dental, and laboratory instruments and equipment will be purchased by the Iraqi Stores Company (Orosdi-Back).

All other drugs, chemical materials, medical, constitutional and veterinary preparations, pesticides, and chemical fertilizers remain assigned to the General Drugs and Chemical Imports and Distribution Company (Kimadia), the drug monopoly which previously had responsibility for all three categories.

Iraqi High Supply Committee Resolution No. 49 of February 1965 transferred primary responsibility for all medical and chemical imports from Kimadia to the General Establishment for Trade (GET), the nationalized trading companies' parent organization, which then reassigned them as described above.

GET has authorized one relatively minor exception to these regulations: official and semi-official agencies may negotiate directly with foreign suppliers for shipments valued at $2,800 or less.

Syria reserves 54 import commodities

The Syrian Arab Republic has designated the State Import-Export Company (SIMEX) as the sole authorized importer of 54 basic commodities constituting about 30% of the total import sector. It has been estimated that approximately 50% of U.S. exports to Syria will be affected by this move.

Imports restricted to purchase by SIMEX include the following commodities of interest to U.S. exporters:

Coffee, tea, rice, canned meat and fish, raw sugar, baby food preparations; tobacco and tobacco manufactures; salt; pharmaceutical products and medicines; fertilizers; rubber tires and tubes; lumber, timber, plywood and veneer; paper and paper products (including newsprint and office supplies); synthetic and artificial yarns; wool not carded or combed; carded or combed wool yarns not for retail sale; synthetic fibers; iron and steel plates, bars, wire, angles, shapes, sections, tubes, and fittings; copper bars for industry; farm and road construction machinery (including harvesters, threshers, tractors, cleaning and grading machines); television components and equipment; and automotive vehicles and chassis.

Licenses obtained by private firms prior to Feb. 18 for the import of these commodities, however, remain valid until their normal expiration date. Commodities not specified in the decree may be imported by private firms subject to import licensing and other previous regulations.

A related decree nationalized 40 pharmaceutical firms and six other commerical enterprises, and transferred their management to SIMEX.

Chilean Central Bank lists import registration rules

Chile's Central Bank has established the following import registration procedures covering its new authority to reject applications:

Import registration requests must declare the volume and value of imports of similar merchandise effected during the previous calendar year and during the current year;

The Central Bank has the right to demand a sworn declaration from the importer as to his stock of merchandise of each registration;

The Central Bank's 90-day approval or rejection time limit commences when import registration requests and advance import deposits have been filed with the Central Bank.

Somali Republic issues bid, tender regulations

The Somali Republic now requires all competitors for tenders and bids connected with the Public Administration to register with the Somali Chamber of Commerce.

Otherwise supply offers from firms would not be accepted.

The regulation applies specifically to local firms, according to the Director General of the Chamber of Commerce. Competitors in international bids and tenders issued by the Government will continue to be determined by terms of the specific tender which may waive this stipulation if conditions require such action.

U.S. firms with Somali agents, who may participate in public tenders involving U.S. goods, have been advised to have their representatives registered with the Chambers of Commerce at Mogadiscio or Hargeisa.

U.S. firms contemplating appointment of a local agent should consider stipulating registration, if their products fit into public administration categories.

This recommendation particularly applies to medicinal and pharmaceutical suppliers, construction material and machinery dealers, electronic goods and textile dealers, and to purveyors of all goods which could be classified under public works supplies.

EEC Commission issues packaging regulations

The Commission of the European Economic Community has issued a decision permitting merchandise in intra-Community trade to receive the reduced Community tariff rate only if its packaging also meets the requirements for the Community rate.

Specifically, the Commission has authorized the exporting member state to issue the certificate of circulation, Forms DD1, DD3, DD4 on packed merchandise, only if the packaging meets the requirements for the intra-community tariff.

The certificate of circulation is necessary before the Community rate can be applied to merchandise traded within the EEC.

NEW PAINTS WANTED

A French paint manufacturer seeks a license agreement with an American firm to manufacture new types of paints.

Write: BLANCOLOR, Boulevard Jean Rey, Les Angles, Gard, France. WTD.

Report on Aden

A new economic summary prepared by the American Consulate in Aden, covering economic and commercial developments during 1964, is available on loan.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Hurricanes, low export earnings batter Haiti

Declining world prices for major exports and recent hurricanes kept the Haitian economy sluggish through the end of 1964.

Sisal and sugar were most seriously affected by falling world prices. Sisal is facing severe competition from substitutable synthetic fibers; major growers not located near Port-au-Prince cannot bring their products to market at a competitive price.

The world market for sugar deteriorated considerably following the 1963 high, and the situation in Haiti was further complicated by a decline in the cane's sugar content.

Haitian coffee producers did not profit greatly from the recent slight improvement in the coffee price, as the total production of 364,000 bags was one-third less than had been expected. Hurricane damage was the principal cause of the disappointing yield.

A coordinated effort is being made to attract tourists to Haiti. While some improvement was registered in the final quarter of 1964, tourist activity is nowhere near normal. To remedy the situation a jet airstrip was built at Port-au-Prince and promotional activities were undertaken in the United States by prominent Haitians.

CHEMICAL EQUIPMENT

A French firm is interested in expanding its present line of equipment for chemical, pharmaceutical and petrochemical industries through the addition of machinery and equipment complementary to its own production, including but not specifically limited to continuous drying, drying by fluctuation, mixing, dryer-blenders, centrifuges, valves, and fittings.

Write: Danto-Rogeat S.A., 33 rue Marcel Merieux, Lyon, France. WTD.

Denmark's National Bank to curb credit expansion

The National Bank of Denmark in agreement with the Association of Danish Commercial Banks, has taken steps to curb expansion of bank credit.

Until further notice, Denmark's commercial banks will place 20% of increases in their deposits in a special account in the National Bank, with other banks which will in turn place them with the National Bank, or with banking institutions abroad.

Any increase in a bank's foreign indebtedness must be covered by an equivalent deposit with the National Bank.

Under terms of the agreement, which can be terminated by either party upon six months' notice, but not before, Oct. 1, 1968, the Bank and the Association will meet semi-annually to discuss revision upwards or downwards of the applicable percentage. A similar agreement between the National Bank and the savings' banks is reportedly under consideration.

EEC orders first step in harmonizing drug controls

The Council of Ministers of the European Economic Community has called for gradual harmonization of member states' diverse regulations on imports of brand pharmaceuticals for sale.

The Council previously approved a draft directive along similar lines which was never transmitted to the member states for implementation.

The present directive proposes to abolish differences between national provisions concerning the sale of brand pharmaceuticals and so to remove obstacles to trade in them between the member states.

It will be followed by a second directive, which in part supplements it, dealing with documentation on tests to be submitted with the sales license applications and the manufacturers' obligations in testing products. Further directives in the areas of colorants, advertising and patents are being prepared.

This first directive obligates member states to put into effect before July 1966 legal provisions needed to comply with it. These measures are to be gradually applied over a five-year period from last Jan. 1 to Jan. 1, 1970 to brand pharmaceuticals already licensed for sale under previous legislation.

For an unofficial translation of the French text, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Five lose export rights for illegal diamond shipments

BIC imposes sanctions for three months; two-year probation follows

Two New York diamond dealers, a Swiss brokerage concern and its principal official, and an associate who figured in their transactions have been denied all U.S. export privileges for three months for participating in the illegal transshipment to the Soviet Union of industrial diamonds which had been exported from the U.S. to Switzerland.

The sanctions, imposed against the New York dealers by consent order, have been entered against all respondents by the Department of Commerce's Bureau of International Commerce (BIC), and became effective March 18. After the three-month export ban, the respondents will be on probation for two years.

The respondents are: Jules M. and Leon Wellner, doing business as J. & L. Wellner, New York; Stamoglou, Ltd., and Eugene S. Stamoglou, Geneva; and Nessim Z. Moreno, Geneva and New York.

The charges involved industrial diamonds worth approximately $9,000.

Reshipment arranged

The Wellners and Stamoglou were brought together by Moreno, an industrial consultant. According to the Bureau's findings, the Wellners made the shipments to Stamoglou in 1962-1963, representing that he was the ultimate consignee and that Geneva was the ultimate destination, although Stamoglou had already arranged for reshipment to the Soviet Union.

The diamonds were airmailed under a purported General License to Geneva, although at the time, a validated export license was required for industrial diamond shipments to the Soviet Union.

According to BIC, Stamoglou reexported the diamonds to the Soviet Union contrary to restrictions on the invoices and the Wellners and Moreno should have known that the diamonds were intended for reshipment to a Soviet buyer.

Under the sanctions, all outstanding validated export licenses in which the respondents have an interest are cancelled; restrictions apply to agents and employees of the respondents; and all other parties are prohibited during the three-month period from engaging with them in export transactions which involve U.S. commodities or technical data.

Thailand to buy $6 million in generating equipment

The World Bank has approved a loan equivalent to $6 million to help finance the installation of 140,000 kilowatts of generating capacity at the Bhumibol Dam in northwest Thailand.

Procurement of equipment will be on the basis of international competitive bidding. Existing specifications, where applicable, will be used for all major items of equipment. The project is scheduled for completion by December 1968.

The loan will help to pay for the installation of two more 70,000-kilowatt units at the Bhumibol Dam; penstocks and related works required for installation of the next two units; an increase in sub-station capacity in Bangkok; and an extension of transmission lines to three more communities, Nakorn Nayok, Prachinburi and Samut Sakorn.

Ivory Coast to purchase $4.5 million in U.S. goods

The Ivory Coast Development Bank (BIDI) will receive a $5 million loan from the Agency for International Development (AID), under the provisions of a recent agreement. The agreement requires $4.5 million worth of goods and services to be purchased in the United States.

The Development Bank will be able to provide long-term capital for private industrial development, which until recently had been practically unavailable. BIDI is seeking to promote the growth of Ivorian enterprises in such diverse fields as plastics, cement, fisheries, fishmeal, wood industries, fertilizers, and instant coffee.

Of the bank's total capitalization of $12.8 million, $5 million is to be provided by AID, an equal amount by an interest-free loan from the Government of the Ivory Coast, with the remaining $2.8 million to be provided by various private and public financial institutions.

U.S., Thailand sign taxation agreement

Thailand and the U.S. have concluded a Convention for the Avoidance of Double Taxation and the prevention of income tax evasion. The major aim of the Convention is to increase incentives for American private firms in Thailand, but Thai firms will enjoy similar benefits in the United States.

Under the Convention, U.S. investors holding at least a 25% voting interest in corporations doing a major portion of their business in Thailand are being offered a U.S. tax credit of 7% of investments made during the tax year. A similar credit is allowed on the taxpayer's pro rata share of annual net earnings in excess of 50% which is retained for reinvestment. Deferred payment is allowed of taxes on shares received for technical know-how and the performance of related services. Recipients may postpone payment of both Thai and U.S. taxes on such stock until it is disposed of.

The Convention also reduces taxes imposed at the source by both countries on certain items of investment income. Dividends paid by a corporation in one country to a corporation in the other will not be taxed at a rate exceeding 20% of the gross amount if the recipient has held at least a 25% voting interest in the paying firm for six months or more. The tax rate on royalties received by a resident or corporation of either country not having a permanent establishment in the payer's country is limited to 15% of the gross amount.

U.S. partner invited for lumber deal in Chile

A Chilean dealer in real estate and agricultural products proposes a joint venture with a qualified U.S. firm for exploiting large areas of virgin forest containing such Chilean species of soft and hard woods as Alerce, Coigüe, Manio, Olivillo and Ulmo.

The forests are located in the south of Chile at an approximate altitude of 3,000 feet, near populated centers with shipping facilities available. Average annual rainfall in this area is 48 inches.

Write: Manuel Noguera and Cia. Ltda., Casilla 3355, Santiago, Chile. (WTD).

East Pakistan needs know-how, equipment to build cable plant

Private foreign participant would have to furnish $3 million to cover foreign exchange costs

The government-owned East Pakistan Industrial Development Corporation (EPIDC) plans to construct a power cable plant at Khulna. Invitations to bid are expected to be tendered in May or June.

EPIDC is interested in obtaining technical know-how and private foreign equity participation to meet part or all of the foreign exchange requirement for the project's equipment.

Initial capitalization is estimated at about $7 million, of which approximately $3 million represents the foreign exchange component. Subsequent expansion of the plant to about double its initial size is contemplated.

Feasibility study made

The project is based on a feasibility study recently conducted by Krupp. Construction of the initial stage is expected to begin in July and be completed by the end of 1967.

Production is scheduled to begin in 1968, with a projected annual output of 6,000 tons of high-tension power cable with capacities up to 11,000 volts, and 55 tons of super-enamelled copper wire for windings. The primary raw materials, copper and polyvinyl chloride, are to be imported.

A market survey, also conducted by Krupp, found that East Pakistan will require 13,000 tons of power cable and 110 tons of super-enamelled copper wire annually by 1968-69, as electrical power production is scheduled to rise from 218,000 kilowatts in 1965 to 640,000 by 1970. There is no plant in either East or West Pakistan presently making high tension cable.

Write: Sanaulla Khan, Deputy Chief, Electrical Engineer, East Pakistan Industrial Development Corporation, EPIDC House, Motijheel, Dacca, East Pakistan.★

Italy plans enforcement of strict drug labeling rules

The Italian Ministry of Health is conducting a drive to assure that drugs on sale in Italy are not only safe and effective but that existing registration and labeling requirements are obeyed.

Several Italian and foreign firms, including one U.S. pharmaceutical house, have been forced to withdraw products from the Italian market by order of the Ministry.

Drugs marketed with labels or explanatory literature different from those originally approved or products with labels in a language other than Italian have been forced off the shelves by Government decree. Unapproved changes in composition of the drug or variations in the name have been other grounds for Ministerial action.

Jordanian firm wants license for chewing gum

A Jordanian firm now operating as an importer, wholesaler and retailer of cars, tires, automobile spare parts, office equipment and household appliances is interested in a licensing arrangement with a U.S. company to manufacture chewing gum in Jordan.

The firm claims to have adequate capital to establish a chewing gum factory but will require technical assistance to begin operations. Marketing plans cover Jordan and adjacent Arab countries. Development of the Arab common market should make selling in these areas easier, according to the Jordanian firm.

Interested U.S. firms should write directly to Zeine and Company, P.O. Box 101, Amman, Jordan (WTR).

MACHINERY

Manufacturer of steam boilers, generators and general metal fabrications seeks licensing or joint venture arrangement in any one or in several of a variety of areas including agricultural machinery and equipment; steam generating and developing equipment; heating, ventilating and heat exchangers; irrigation equipment; materials handling equipment; industrial knitting machines; water pumping equipment; high pressure gas cylinders with three oz. to 100 lb. gas capacity.

Write: Webb Industries, Pty., Ltd., 6 Hope St., Ermington, N.S.W., Australia.

Nigerian veneer, plywood studied

Arthur D. Little report cites factors favoring big step-up

Nigeria could expand its plywood and veneer production through a well-developed and aggressive marketing organization to develop local and overseas market potential.

These findings are contained in a report by A. D. Little, Inc., made for Nigeria's Federal Ministry of Commerce and Industry to determine the feasibility of such expansion.

Major overseas applications for quality tropical hardwood plywood and veneer would be furniture panels, cabinet material, and wall paneling. The primary market for high-quality veneer would be furniture producers with panel production facilities. The U.S., Canada, United Kingdom, and Germany present market opportunities for high-quality plywood and veneer.

Forests' supply

Annual log exports in Nigeria total 17 to 20 million cubic feet. The forests contain an estimated 750 million cubic feet of species suitable for quality veneer and plywood production.

At least two additional plywood and veneer operations are feasible, each with a production level of 500,000 cubic feet of plywood and 50,000 cubic feet of veneer.

Total capital requirements for each plant are estimated at $3 million, including $2.1 million for plant and equipment and $875,000 for working funds.

For a copy of the 80-page report, The Feasibility of Expanding Production of Plywood and Veneer in Nigeria, without charge, **write:** Nigeria Desk, Arthur D. Little, Inc., Acorn Park, Cambridge, Massachusetts 02140.

NEEDS CATALYTIC LICENSE

Medium-sized Dutch manufacturer and exporter of absorbents, dryers, air-conditioning equipment seeks license to make catalytic purification, catalytic combustion, and filtration equipment such as bacteria, air and compressed-air filters.

Write: Droogtechniek En Luchtbehandeling N.V., 39-41 Nieuw Mathenesserstraat, Rotterdam, Netherlands. WTD.

U.S. partner requested for Bahrain hotel venture

A large firm in Bahrain would like to negotiate a joint venture with a U.S. firm experienced in equipping and managing a hotel.

The U.S. partner's principal contribution would be technical assistance and management of the hotel, with nominal financial participation.

Work on the $2 million hotel has already begun and completion is expected this fall. Plans call for a modern 110-room structure in the heart of Manama, Bahrain. Two wings of three floors each, along with a restaurant, swimming pool, yacht basin, shops and similar modern facilities are planned.

Development of tourism to any significant extent is unlikely but Bahrain is the main center of commerce for the middle and lower Persian Gulf and no first class or acceptable second class hotels are available.

Replies to this proposal are requested as soon as possible. The Department of Commerce has some important additional information on the proposal and recommends contact with the office designated by a star in the special box in this Section prior to writing the firm.

Write: A.A. Zayani and Sons, P.O. box 32, Manama, Bahrain.

Licenses to make ladders, drugs offered to U.S. firms

A license for the U.S. production of drugs is offered by a firm which has developed a process for the total synthesis of steroids from industrial raw materials containing carbon and hydrogen.

This synthesis has been scaled up to produce industrial amounts of steroids. The firm has also developed trienolone with a high anabolic activity. **File 1319.**

A license is also offered on a folding ladder which overcomes the storage problem by taking up a horizontal area of only 9" x 47". When needed, however, the ladder may be quickly extended with one hand to its full height of 6, 9, or 12 feet. The manufacturer claims that a U.S. patent has been requested on the ladder's unique hinge joints with integral latches. This ladder appears ideal for use by police, fire and emergency vehicles, utility companies, maintenance crews, stores and homes. **File 1320.**

Additional information on these products may be obtained from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate File number.

Investment assistance

It is suggested that firms responding to investment opportunities listed on this page may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 60598, Department of Commerce, Washington, D.C. 20230.

PLASTICS

Licenses for the manufacture of new types of extruded plastics as well as plastics produced from die casting processes is sought by a German producer of slide bearings and slide parts made of polyamide for use in the machine manufacturing industries.

Write: Gleitstoff-Gesellschaft fuer Kunstoff-Fabrikation GmbH & Company, KG, Postfach 70, 3538 Nie-dermarsberg, Germany. WTD.

EQUIPMENT

License sought to manufacture equipment capable of producing spiral flighting from continuous mild steel strip in a wide range of sizes.

Write: Henry Simon, (Australia), Ltd., Simon House, Francis St., Glebe, N.S.W., Australia.

Indian firm wants help in expanding steel plant

A large Indian firm, producing such diverse items as structural steelwork and machine parts for the paper, sugar, coal and cement industries, is interested in a joint venture with an experienced U.S. firm to expand its foundry and structural steel plant.

Collaboration in making carbon and alloy steel castings, fabricated steel structurals and machinery is desired. The firm says it has already received an Indian Government industrial license for the proposed expansion.

The total cost of the proposed expansion is estimated at $3.5 million. The details of the arrangement are open to negotiation, although the U.S. company will be expected to provide technical know-how and to finance importation of machinery and equipment not available in India.

Steel castings production in India in 1963 was about 50,000 metric tons. Rapid industrialization will boost demand for these items to approximately 286,-700 tons by 1971. A similar increase is expected in the demand for fabricated structurals.

Write: Kumardhubi Engineering Works Limited, (★, WTD) Chartered Bank Buildings, Calcutta, India.

Chilean firm wants U.S. help in making 'C' rations

A Chilean firm now operating a cleaning and packing plant for grains, seeds, spices and dried foodstuffs as well as a vegetable dehydration plant is interested in a joint venture or licensing arrangement with a U.S. company to prepare and pack "C" type rations for the armed forces, airlines and other customers.

Arrangements covering royalty payments, returns on investment, capital structure and other necessary details can be worked out.

Write: Martini y Cia., Chacabuco 2058, Valparaiso, Chile. (WTD).

A STITCH IN SCHWELM

A German firm is seeking a license to produce stitching machines for cardboard boxes, steel band strapping machines and nailing machines for clamps and nails.

Write: Timpaco GmbH, 51 Berliner Strasse, 583 Schwelm, Germany. WTD.

Viet-Nam to buy equipment for soda and chlorine plant

The Industrial Development Center (IDC), 40-42 Blvd. Nguyen Hue (P.O. Box 336), Saigon, has announced a tender for machinery and equipment for a complete caustic soda and chlorine plant, together with services on delivery and supervision of installation and initial operation of plant which will produce, daily, 10 metric tons of NaOH, 8.8 corresponding metric tons of Cl_2 gas and associated by-products. Bid deadline is April 30.

Specifications are available on short-term loan to firms domiciled in the United States from BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202 WO 7-5589.

Bids sought in New Zealand for construction of bridge

The Ministry of Works, Wellington, invites civil engineering contracting firms to register their interest in construction of the Thorndon overbridge and ramps on a section of a new six-lane motorway in the City of Wellington.

This is a major project, consisting of a twin three-lane structure approximately 4,600 feet in length, located above harbor facilities, railway yards, and two main city streets. Only firms with adequate construction and management experience will be considered for the work.

Copies of the preliminary statement describing the main features of the project are available from the Secretary, Tenders Board, Ministry of Works, Box 8015, Government Buildings, Wellington, and also from the New Zealand Government Senior Trade Commissioner's office, 1145 19th St., NW., Washington, D.C. 20036.

Only those contractors who have registered their interest in the project by May 1 will be issued formal documents. There will be no further public advertisement inviting tenders.

Syria extends bid deadline on railroad construction

The Syrian Railroad Organization at Aleppo has again extended the Jisral-Shughur to Latakia railroad construction bid deadline from February 28 to April 28, 1965 (INTERNATIONAL COMMERCE, Jan. 4, p. 39, and Dec. 7, 1964, p. 47).

Specifications are available for $560 from Organization or from Liaison Officer, Ministry of Communications in Damascus.

Pakistan Government seeks lab instruments, apparatus

Pakistan is offering a tender for laboratory instruments, apparatus, and equipment, in various sizes and quantities, including, but not limited to the following:

Incubators, electric drying ovens, microtomes, refrigerators, epidiascopes, tape recorders, slide projectors, electric transformers, volt-ohm milliameters, battery chargers and generators.

Tender number is S-10/602/(64-65), and the bid deadline is April 29. Bids should be submitted to the Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca, East Pakistan.

Copies of the tender terms and specifications are available on loan to firms located in the United States from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-2939).

Radio relay equipment sought by Thai Telephone Organization

The Telephone Organization of Thailand, Ploenchit Rd., Bangkok, has issued Tender 17/2508 for the supply of radio relay equipment including transmitter-receiver equipment and accessories.

Copies of the specifications are available in Bangkok for BLT 50 per set (BLT 1 = $0.0482). Bid deadline is April 16.

Write: The Telephone Organization of Thailand, Ploenchit Rd., Bangkok. Additional information may be obtained from the Electronics Division, BDSA 6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202 WO 7-4036.

Wireless television service to be operated in Hong Kong

The Secretary, Tender Board, Colonial Secretariat, 6th floor, Central Government Offices (Main Wing), Lower Albert Rd., Hong Kong, is inviting sealed tenders, in quintuplicate, for a license to establish and operate a wireless television service in Hong Kong for 15 years subject to renewal at the end of each 5-year period.

The license will carry with it an exclusive right to broadcast commercial wireless television for a period of five years from its commencement.

Bids must be received in Hong Kong before noon, August 6. Each tenderer must attach a receipt showing that he has deposited with the Treasury Revenue Branch, Central Government Offices (West Wing), 1st floor, Ice House St., Hong Kong, the sum of HK$10,000 as a pledge of the bona fides of his tender.

This sum shall be forfeited to the Government if the tenderer fails or refuses to implement an accepted tender. The deposit will be returned to every unsuccessful tenderer.

A tenderer may be required to attend in person and to answer questions with regard to his tender while bids are being considered.

The Hong Kong Government's decision will be announced as soon as possible and in any case within six months of the closing date for tenders.

Copies of the Television Ordinance 1964, and Regulations, The Telecommunication Ordinance 1962, and Regulations, The Codes of Practice issued by the Television Authority, relating to program and advertising standards and to technical standards, and application forms together with a schedule listing certain special conditions which will be included in the license and the conditions of tender may be obtained from the Television Authority, Information Services Department, Beaconsfield House, 5th Floor, Room 536, Hong Kong, for HK$10.

Indian agency requests bids for short-wave transmitters

The Director General of Supplies and Disposals in New Delhi has issued Tender SE-4/2103/097/ Cell which calls for the supply of one 100-kw. and two 250-kw. amplitude modulated short-wave broadcast transmitters.

Tender documents are available at $2.10 each from the India Supply Mission (Ref. D/ENQ/1586), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Bid deadline is May 14.

Write: The Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi, India.

Firms located in the United States may obtain a loan copy of the specification on a short-term basis from the Electronics Division, BDSA-6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202 WO 7-4036.

Australia issues addendum for Liddell power station

The Manager and Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh, Sydney, N.S.W. (Box 5257, GOP Sydney), has issued addendum for tender number 1601 for the supply and erection of four 500-mw. reheat turbo-generators.

Bid deadline is May 3 (INTERNATIONAL COMMERCE, Feb. 22, p. 34).

One copy of addendum is available for review only, not for loan, from the Power and Electrical Equipment Division, Room 4124, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Electron tubes, teleprinter rolls are sought by Iraq

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, has issued Tender 3/65 for the supply of varying quantities of electronic tubes and teleprinter paper rolls. Bid deadline is April 10.

Write: Central Foreign Purchasing Board, Ministry of Finance, Baghdad. Firms located in the United States may obtain loan copies of the specification from the Electronics Division, BDSA 6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202 WO 7-4036.

Saudi Arabia extends deadline on road construction project

Saudi Arabia's Ministry of Communications has extended the bid deadline on the construction of three road sections from March 17 to April 21. (INTERNATIONAL COMMERCE, Jan. 25, p. 24).

Construction for roads from Oaysuma to Nuairiya, on the Tapline Route, covers two sections of approximately 78 miles each, and the other road of about 70 miles is midway between Medina and Burayda and from Uglat Al-Suqour to Naqra.

Bids received from companies having local associates or partners will be given preference in case of duplication of tenders are submitted.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Commercial Farm Products

NETHERLANDS—Vegetable, flower and field seeds. Direct purchase and agency. Quote cif prices. Hurst Gunson Cooper Taber (Holland) N.V., Vughterstraat 195-197, P.O. Box 243, Hertogenbosch. WTD 3/3/65.

162 Heavy Construction

● **LEBANON**—Two hangars for completion and use by 1967, Beirut International Airport. Bid deadline April 12. Specifications: clearance span 170 ft., length 160 ft., clearance height 45 ft. No doors required. Trans-Mediterranean Airways, Box 3018, Beirut. WTD 1/13/64.

201 Meat Products

GREECE—Raw cattle hides for sole leather industry. Manufacturer-wholesaler requests replies from producers and/or exporters with competitive cif Piraeus quotations; for own tannery. N. Zafirakis & Sons S.A., Chios Island, Greece. WTD 3/11/65.

202 Dairy Products

THAILAND—Skimmed milk powder, full-cream milk powder, margarine, baking powder. c.i.f. quotations Kiang Yong Thai Ltd. Partnership, (importer, wholesaler), 28-30 Santiparp Rd., Bangkok. WTD 3/3/65.

203 Canning, Preserving Foods

GREECE—Canned squid; requests replies from shippers with price quotations. Spyros G. Spyropoulos, commission agent, P.O. Box 21, Thessaloniki. WTD 2/4/65.

209 Food Preparations

ECUADOR—Beef tallow and grease, for soap, candle production; edible oils for manufacture of vegetable lards, cooking oils. Requests replies in Spanish, quotations cif Guayaquil. Antonio Alvarez Barba, Industrias Ales C.A. (manufacturer, importer), P.O. Box 3079, Quito. WTD 1/9/64.

HONG KONG—Shark fins, fish maws (bladders). Eastern Pearl International Co. (importer, exporter), P.O. Box 15409, Hong Kong. Cable: PEARLIZATION, Hong Kong. WTD 3/4/65.

211 Cigarettes

HONG KONG—Interested in contacting manufacturers of cigarettes. Eastern Pearl International Co. (importer, exporter), P.O. Box 15409, Hong Kong. Cable: PEARLIZATION, Hong Kong. WTD 3/4/65.

213 Tobacco

JORDAN—Wishes to represent American firms who produce tobacco for pipes. Direct purchase and agency. Arabia Trading & Distributing Co. (importer, commission agent, distributor), P.O. Box 546, Amman. WTD 2/23/65.

220 Textile Mill Products

FINLAND—Piece goods: woolen, cotton, artificial fiber; cotton laces. High quality or medium grade products only. Requests full details, prices, samples. Andell, Tenstrom & Co. AB (manufacturer, importer, wholesaler), Kaserngatan 28, Helsinki. WTD 3/11/65.

221 Broad Woven Fabrics

GERMANY—Twills and drills, 4 to 9 inches (no seams), for manufacture of polishing discs. Requests replies in German, quotations cif European ports. "Garant" Polier- und Schleifmittelfabrik Jilek, Rixe & Lehmann, (importer, manufacturer), 214 Friedrich-Ebert-Strasse, 4805 Brake bei Bielefeld. WTD 3/3/65.

Unbleached sheeting, 128/140; unbleached poplin, 44 to 51 in.; new cotton remnants; for manufacture of polishing discs. Requests replies in German, quotations cif Bremen. "Bi-Flex" Birkenstock KG. (importer, manufacturer), 25 Buchenhofener Strasse, 56 Wuppertal-Vohwinkel. WTD 3/4/65.

222 Broad Woven Fabric, Manmade Fiber, Silk

HONG KONG—Cotton, nylon and other synthetic fabrics for ladies' dresses, men's shirtings as well as furnishing fabrics. Creative Products Co., Ltd. (importer, exporter), 803 Man Yee Building, 8th floor, P.O. Box 13924, Hong Kong. WTD 11/23/64.

228 Yarn, Spun Rayon, Cotton

PAKISTAN—Pure spun silk yarn, value $3,000. Mercerized cotton yarn, value $12,000. I. B. Textiles (manufacturers), Khuni Buri, Multan, West Pakistan. WTD 3/3/65.

232 Men's, Youths' Boys Furnishings

AUSTRALIA—Men's overcoats, suits, trousers, coats, vests. Requests quotation cif Sydney or fob. Direct purchase and agency. Stelios

Eleftheriadis (importer, exporter, manufacturers' representative), 7/252 New South Head Rd., Edgecliff, N.S.W. WTD 2/26/65.

233 Women's, Misses', Juniors' Outerwear

AUSTRALIA—Women's clothing: blouses, skirts, suits, dresses, sweaters. Requests prices c.i.f. Sydney or fob. Direct purchase and agency. Stelios Eleftheriadis (importer, exporter, manufacturers' representative), 7/252 New South Head Rd., Edgecliff, N.S.W. WTD 2/26/65.

234 Women's, Misses', Juniors' Undergarments

AUSTRALIA—Lingerie, "glamour" styles. Requests quotations cif Sydney or fob. Direct purchase and agency. Stelios Eleftheriadis (importer, exporter, manufacturers' representative), 7/252 New South Head Rd., Edgecliff, N.S.W. WTD 2/26/65.

235 Hats, Caps, Millinery

GERMANY—Men's hats of felt, cloth, sewed corduroy and leather. Requests quotations cif Hamburg. Paul Fiebig (importer, wholesaler), Postfach 345, 586 Iserlohn. WTD 3/8/65.

239 Fabricated Textile Products

FRANCE—All types of textile house furnishings. Direct purchase and agency. John Charles Adlington (wholesaler, retailer) 44, avenue de la Bourdonnais, Paris, 7e. WTD 11/27/64.

GERMANY—Fabrics for manufacture of window curtains, draperies for interior decorating, divan and couch coverings. Direct purchase and/or agency. Requests replies in German from manufacturers only, quotations cif European ports. Petzoldt & Plum GmbH (importer, manufacturers' agent), 107/109 Schildergasse, 5 Koeln a. Rh. WTD 3/9/65.

VENEZUELA—Tarpaulins. Direct purchase and sales agency for entire country. Requests offers via air mail, in triplicate, indicating price, terms, commission. Angel I. Medina (sales agent, importer), Apartado del Este 5309 Caracas, Pepe Alleman A, Aguacate 87, Caracas. WTD 3/31/64.

242 Sawmills, Planing Mills

GERMANY—Cut lumber and boards of pitch pine, Carolina pine and Douglas fir; plywood of Douglas fir. Requests quotations cif Rotterdam or Bremen. Wicking'sche Industrie fuer Holz und Baubedarf AG. (importer, wholesaler), 9 Weizenmuehlen-strasse, 4 Duesseldorf-Hafen. WTD 3/5/65.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Plywood panels; Oregon pine for concrete forms. Direct purchase and agency. Hugues, Sarl (importer, manufacturer, dealer, agent), Wisches, Bas-Rhin. WTD 11/25/64.

262 Paper

GERMANY—Cellulose fancy paper with Christmas and other special patterns for the manufacture of bags. Werola, Jungblut GmbH & Co. (manufacturer), 755 Rastatt/Baden, Bahnhofsanlage 1. WTD 1/19/65.

263 Paperboard

ENGLAND—Paperboard of all kinds for manufacture of corrugated cases. Monmouthshire Board Mills Ltd. (importers), Alexandra Docks, Newport, Monmouthshire. WTD 3/9/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

264 Converted Paper

CEYLON—Bookbinding cloth. Requests replies from manufacturers. The Cooperative Wholesale Establishment (State corporation), No. 21 Vauxhall St., Colombo.

● **UAR**—10,000 kgs. paper sleeves for cable jointing, noncorrosive in following quantities and dimensions: 4,000 kgs. sleeves 2.125″ length, 0.125″ external diameter, 0.0125″ thickness; 4,000 kgs. sleeves length 2.125″, 0.145″ external diameter, 0.012″ thickness; 2,000 sleeves 2.250″ length, 0.205″ external diameter, 0.017″ thickness. Tender No. 37/64/203F, bid deadline April 24. The General Manager, Telegraphs and Telephones, Ramses St., Cairo. A copy of the tender with general conditions and specifications is available for review only at Forest Products Division, BDSA, room 4003, Department of Commerce, Washington, D.C. 20230 (Telephone: 202 WO7-3534).

275 Commercial Printing

● **EL SALVADOR**—32,000,000 fiscal stamps, eleven denominations and colors; varying quantities. Tender No. 22(65), bid deadline April 5. Proveeduria General de la Republica, Avenida Espana 613, San Salvador, C.A.★ (Telephone: 202 WO 7-4115).

281 Industrial Chemicals

ECUADOR—Oils, light, crude. For plant producing toilet and laundry soaps; candles; vegetable lard, oils; kapok, ginned cotton; oil cakes for livestock. Requests replies in Spanish, quotations cif Guayaquil. Antonio Alvarez Barba, Industrias Ales C.A. (manufacturer, importer), P.O. Box 3079, Quito. WTD 1/9/64.

MOROCCO—Sodium sulphate, anhydrous (99%), in 50 kilogram net six-ply paper sacks; 2000 tons/year. Quotations Casablanca. Direct purchase and agency. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box MO-26, Dept. of Commerce, Washington, D.C. 20230.

SOUTH AFRICA—Hydrochloric acid, approximately 1,800 gals.; 25 tons phosphoric acid (paste and lumps); 250 liters formaldehyde 40% (commercial standard); 26 tons sodium sulphate bleaching powder; 50 tons caustic soda (solid and flaked); 15 tons soda ash; 40 tons aluminum sulphate; 50 aluminum sulphate white powder for water purification; 5-10 ton lots of sulphuric acid; hydrogen peroxide, sodium, sulphide, acetic acid, sodium silicate, sodium carbonate, sodium hydrosulphite; 500 kilos naphthalene balls; requests prices (including commission) based on f.o.b. vessel, as well as c & f and c.i.f. Cape Town, Durban, Lourenco Marques, Beira, Luanda (Angola). John Brockman & Co. (Pty.), Ltd., importing distributor, P.O. Box 4820, Cape Town. WTD 2/26/65.

● **THAILAND**—Aluminum oxide, not less than 99% Al_2O_3 and not exceeding 0.05% Fe_2O_3, 360 metric tons. Tender No. Or. Gor. Gor. 00/96, bid deadline, 11 a.m. April 5. The Glass Organization, Bang Na, Bangkok. Tender forms together with full particulars are available to interested persons from the above at 100 Bht. per set.

UGANDA—3 tons per month of triple sugar phosphates. Quote price per ton, or nearest quantity; packing available; terms of delivery and payment; whether ex stock or future date. Also include specification if available and send samples where possible. Delivery required ex Mombasa port by rail to Kampala, Uganda. Quotations required in duplicate, copy to each of the addresses given below: Sango Bay Estates, Ltd., at: Private Bag, Jinja, Uganda and Private Bag, P.O. Kakuto, via Masaka, (Factory), Uganda. WTD 7/2/64.

500 kgs. Formaldehyde; 30 tons of refined, rolled sulfur; 300 kgs. per month of Blankite (Hydro sulfite of Soda). Quote price per ton, or nearest quantity; packing available; terms of delivery and payment; whether ex stock or future date. Also include specifications if available and send samples where possible. Delivery required ex Mombasa port by rail to Kampala, Uganda. Quotations required in duplicate, copy to each of the addresses given below: Sango Bay Estates, Ltd., at: Private Bag, Jinja, Uganda and Private Bag, P.O. Kakuto, via Masaka, (Factory), Uganda. WTD 7/2/64.

600 kg. of commercial soda ash and one-half tons of commercial quality caustic soda. 3 cwt. drum packing only accepted for the caustic soda. Quote price per ton, or nearest quantity; packing available; terms of delivery and payment; whether ex stock or future date. Also include specifications if available and send samples where possible. Delivery required ex Mombasa port by rail to Kampala, Uganda. Quotations required in duplicate, copy to each address given below. Sango Bay Estates. Ltd., at: Private Bag, Jinja, Uganda and Private Bag, P.O. Kakuto, via Masaka, (Factory), Uganda. WTD 7/2/64.

282 Synthetic Materials

MOROCCO—Polyethylene, granulated, for low and high density operations. Quotations Casablanca. Direct purchase and agency. Trade Opportunities Staff, BDSA-6192, Room 4203, Box MO-25, Dept. of Commerce, Washington, D.C. 20230.

NETHERLANDS—PVC powders, plasticizers, pigments, stabilizers. Requests replies from manufacturers only. Quote cif prices. Weerter Kunststoffenfabrieken N.V. (manufacturer, exporter), P.O. Box 44, Weert. WTD 3/1/65.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

AUSTRALIA—Cosmetics for men and women. Requests quotations cif Sydney or fob. Direct purchase and agency. Stelio Eleftheriadis (importer, exporter, manufacturers' representative), 7/252 New South Head Rd., Edgecliff, N.S.W. WTD 2/26/65.

HONG KONG—Women's hair sprays and cosmetic preparations for men. Cheong Hing Store, Ltd. (importer), Sheong Hing Building, 72 Nathan Rd., Kowloon, Hong Kong. WTD 12/16/64.

287 Agricultural Chemicals

SOUTH AFRICA—Technical concentrates and basic raw materials approximate annual requirements: 80 tons D.D.T., 40 tons parathion, 40 tons arsenic oxide white powder, 40 tons copper oxychloride, 4 tons pure pyrethum, 20 tons toxaphene, 20 tons dimethoate, 80 tons cresol disinfectant, 80 tons B.H.C., 40 tons malathion, 40 tons endrin, 40 tons dieldrin, 20

tons maneb, 80 tons sevin, 20 tons aldrin, 10 tons lindane, 8 tons kelthane. Ready mixed materials: 80 tons D.D.T. 75% W.P., 20 tons zineb 75%, 80 tons BHC 30% W.P., 20 tons maneb 80%; requests prices, including commission if any, based f.o.b. vessel (named port of shipment) as well as c & f and c.i.f. Cape Town, Durban, Lourenco Marques, Beira, Luanda (Angola). John Brockman & Co. (Pty.), Ltd., importing distributor, P.O. Box 4820, Cape Town. WTD 2/26/65.

● **SUDAN**—Urea, 45,000 m. tons, ammonium sulfate, 411 m. tons, for delivery during September 1965-February 1966. Tender No. SGB/Sup/10-A, bid deadline April 5. Assistant General Manager (Supplies), The Sudan Gezira Board, Barakat.★ (Telephone: 202 WO 7-2008).

289 Chemical Products

CEYLON—Printing ink. Requests replies from manufacturers. The Cooperative Wholesale Establishment (State corporation), No. 21 Vauxhall St., Colombo.

FRANCE—Rust-resisting and protective materials for pipes and steel products; all-purpose adhesives and glues; sealing compounds for the building industry and industrial uses; related lines. Direct purchase and agency. Internationale de Distribution et de Transformation (I.D.T.) (dealer), 281 Route d'Espagne, Toulouse, Haute-Garonne. WTD 2/24/65.

291 Petroleum Refining

PAKISTAN—Normal hexane, value $200,000; for use in own factory for solvent extraction of oils and fats. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

● **UAR**—Packaged lubricating oils, lubricants, gear oils and greases, conforming to U.S. military specifications MIL-L-2104A. Approximate quantity 6,000 imperial gallons lubricants, 1,750 pounds greases. Bid deadline April 14, 2:30 p.m., bid invitation no. 5-21417. Delivery required, to United Nations, Port Said, U.A.R., by June 15. United Nations, Purchase and Transportation Division, Room 2152, New York, E. R. Baker. (Telephone: 212 Pl. 4-1234, ext. 152).

301 Tires, Inner Tubes

● **TAIWAN**—Tires and tubes, industrial pneumatic, 34 each. Tender No. GF3F—20360, bid deadline April 12. Purchasing Department, Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202 WO 7-3381).

★★ YUGOSLAVIA—Trade Mission

Tires for bicycles, other bicycle parts, such as ball bearings. Metalia Comerc (wholesaler, registered exporter, importer), K. Dumbovic 19, Zagreb. TM 207.

307 Plastics Products

FRANCE—Plastic materials of all categories for the building industry and for industrial uses, such as vinyl floor tiles; plastic wall and ceiling veneers; plastic panels and strips; plastic laminates for flooring; plastic pipes and hard piping, tees, fittings, related lines. Direct purchase and agency., Internationale de Distribution et de Transformation (I.D.T.) (dealers), 281 Route d'Espagne, Toulouse, Haute-Garonne. WTD 2/24/65.

311 Leather Tanning, Finishing

ENGLAND—Upper leathers and fabrics suitable for the footwear trade. Agency and direct purchase. David E. Jacobs Ltd. (exporter, importer), 263-265 Hackney Rd., London, E.2. WTD 3/2/65.

319 Leather Goods

VENEZUELA—Race horse harnesses and accessories; reins, bridles, curb chains, bits and accessories, leg bandages, racing and regular girths, breast plates. Sales agency for entire country. Tadeo Arrieche (sales agent), Aptdo. 3090 Caracas, Edificio Dr. Paul, Piso 3, Letra C, Dr. Paul A. Salvador de Leon, Caracas. WTD 2/11/65.

324 Cement, Portland

● **COSTA RICA**—340 thousand bags Portland cement, Type I, per ASTM C-150-56. Tender No. 1201, deadline 2 p.m. April 9. Write (in Spanish): Instituto Costarricense de Electricidad (I.C.E.), Apartado Postal 32, San Jose.

326 Pottery, Related Products

FRANCE—Vitreous china table and kitchen articles for use in households; fine semivitreous types of earthenware table and kitchen articles for preparing, serving, or storing food or drink. Direct purchase and agency. John Charles Adlington (wholesaler, retailer), 44 Ave. de la Bourdonnais, Paris 7e. WTD 11/27/64.

327 Concrete, Gypsum, Plaster Products

UGANDA—30 tons per month of lime, specification as follows: percentage available CaO 85/90%; moisture after ignition less than 2%; solids in soluble HCE 2%; Silica (S102) 2%; Fe and Al Oxides 2%; Magnesium Oxide 2%; Sulfates (SO3) 0.2%; Carbonates (CO2) 2%. Hydrated pulverized lime is not required. Send specification of lime available, with sample if possible. Quote price per ton, or nearest qty; packing available; terms of delivery & payment whether ex stock or future date. Quotations in duplicate, to addresses below: Sango Bay Estates, Ltd. at: Private Bag, Jinja, Uganda; and Private Bag, P.O. Kakuto, via Masaka, Uganda (factory). WTD 7/2/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

ECUADOR—Brake linings, clutch facings. Requests catalogs. Delia M. de Espin & Cia. (importer, wholesaler, retailer), Casilla Postal 2185, Quito. WTD 6/23/64.

331 Steel Mill Products

● **BURMA**—Mild steel equal angles, 20 ft. lengths: 762 tons, size range 1″ x 1″ x ¼″ to 6″ x 6″ x ⅜″. Tender No. 59/CS/64-65/TRAD, bid deadline April 9. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202 WO 7-2363).

● Mild steel round bars: 90 tons 1¼″ to 1⅝″. Tender No. 62/CS/64-65/Govt., bid deadline April 19. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202 WO 7-2363).

● Mild steel plates: 1018 tons 8′ x 4′ x ¼″ to 20′ x 6′6″ x ⅜″. M.S. equal angles, 30 ft. lengths: 170 tons 3/16″ x 1¼″ x 1¼″ to ½″ x 6″ x 6″. M.S. unequal angles, 30 ft. lengths: 50 tons 5″ x 3″ and 40 tons 6″ x 3″. M.S. flats: 38 tons ¼″ x 3″ to ½″ by 1¾″. Joists: 25 tons 5″ x 4½″ to 9″ x 4″ and channels: 100 tons 6″ x 3″ to 12″ x 3½″. Tender No. 60/CS/64-65/Govt., bid deadline April 9. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202 WO 7-2363).

● **INDIA**—Steel tires for locomotives, carriages and wagons. Quantity required, 24,321. Tender No. WTA-4 of 1965, bid deadline April 28. L. K. Dhawan, Director, Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Tender documents are available from the India Supply Mission, 2536 Massachusetts Avenue, NW., Washington, D.C. 20008, for $2.10 a set. Drawings are obtainable for a fee of $3.15, plus parcel post airmail charges of about $4.80 from the Director, Railway Stores, Railway Board at New Delhi.

● 114 sets hot finished electric resistance weld super heater tubes bent to drawing. Tender No. SR-3/5012/077 A, bid deadline April 2. Director General of Supplies and Disposals, National Insurance Bldg., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/Enq/1598), 2536 Massachusetts Ave., Washington, D.C. 20008. Tender fee (not refundable) $2.50 each.

● Galvanized steel wire, 6 SWG, 96 metric tons IRS spec. No. S-13/62, 150 metric tons IRS spec. No. S-14/62. Tender No. SV-4/SR-3/4072/038A, bid deadline April 15. Director General of Supplies and Disposals, National Insurance Bldg., New Delhi. Tender documents available from India Supply Mission (ref. No. D/Enq/1593), 2536 Massachusetts Ave., Washington, D.C. 20008. Tender fee (not refundable) $2.10 each.

PAKISTAN—Pig iron, 1,500 tons; wrought iron, 2,000 tons; mild steel black sheets, 500 tons. Galvanized iron sheets: corrugated, 500 tons; plain, 500 tons. Prime electrical mild steel sheets, 1,000 tons. Ijaz Ahmad & Co. (importing distributor), 115 Scotch Corner, Upper Mall, Lahore, West. WTD 9/25/64.

332 Gray Iron Foundries

● **GUATEMALA**—Cast iron pressure pipe and fittings, cast iron valves, tools. Only firms legally authorized to operate in Guatemala will be considered. Tender No. 6-65, deadline 9 a.m., April 6. Specifications available from following: Write (in Spanish): Departamento de Acueductos y Alcantaril de la Direccion General de Obras Publicas, Guatemala City, Guatemala.

333 Primary Smelting, Refining of Non-ferrous Metals

● **INDIA**—Tin ingot refined grade sn 99.75% conforming to latest I.S.S. 26; 102.151 metric tons. Tender P/SR-5/3012/050-A/1, bid deadline April 20. Director General of Supplies and Disposals, Jeewan Tara Bldg., Parliament St., New Delhi. Tender documents available for $2.10 (not refundable) from India Supply Mission (Ref. D/ENQ/1630), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

335 Rolling, Drawing, Extruding of Non-ferrous Metals

● **BURMA**—Supply of 1,562 copper pipes of various sizes and specifications. Tender No. Q102/MACHY: (23) G-4/65, bid deadline April 19. Divisional Manager, Machinery, Equipment, Tools and Spares Division, 228/240 Strand Rd., Rangoon.★ (Telephone 202 WO 7-2162.)

● **INDIA**—Supply of cable with copper conductors, PILC SWAS 3 core 0.2 sq. in. size

22kv. GR. belted type suitable for earthed neutral system (499 yards). Tender No. SE-3/5013/044A/CELL, bid deadline April 6. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents can be obtained for nonrefundable fee of $1 from India Supply Mission (Ref. D/ENQ/1592), 2536 Massachusetts Ave. NW., Washington, DC. 20008.

● **IRAQ**—Supply of high-tension underground cable having stranded shaped electrolytic copper conductors (44,307 yds.), high-tension underground, non-draining impregnated paper insulated cable (12,034 yds.), high-tension cast iron inverted type outdoor cable end box pole mountings (530 pcs.) and other accessories. Tender No. 46/64 (9/B/65), bid deadline April 25. Directorate General of National Electricity Administration, Nafoora Square, Jumhouriya St., Baghdad.★ (Telephone: 202-WO 7-2162).

● **MALTA**—Supply, delivery, and erection of cables and earthing equipment to be installed in Malta Power/Water Station, Marsa, for Malta Electricity Board. Contract No. 1027/69, bid deadline April 8. Tender documents may be obtained for non-refundable fee of $14 from The Secretary, Malta, Electricity Board, National Rd., Blats-il-Badja, Malta; or, Preece Cardew and Rider, 8, 10, and 12 Queen Anne's Gate, Westminster, London, S.W.1.

● **TUNISIA**—Supply of copper power cable, bare 17.8 mm 2-7 wires of 18/10 (20 tons). Tender No. 531, bid deadline April 10. Societe Tunisienne de l'Electricite et du Gaz, 38 rue de Besancon, Tunis.★ (Telephone: 202-WO 7-2162).

336 Non-Ferrous Foundries

FRANCE—Copper for mirror installations in stores. Etablissements Adler (importer, manufacturer, dealer), 102 Faubourg Saint-Denis, Paris 10e. WTD 12/17/64.

342 Cutlery, Handtools, General Hardware

FINLAND—Motor vehicle hardware, particularly screws, washers, related fasteners. Requests descriptive literature, price lists. Hanke Oy (importers, wholesalers), Aurorankatu 5, Helsinki. WTD 3/5/65.

FRANCE—Glass cutters; glass drills; point drivers; vacuum holders; glass pliers; putty-knives. Direct purchase and agency. Etablissements Adler (importer, manufacturer, dealer), 102 Faubourg Saint-Denis, Paris 10e. WTD 12/17/64.

343 Heating Apparatus, Plumbing Fixtures

FINLAND—Plumbing fixtures, fittings, couplings, valves, related hydraulic equipment. Requests descriptive literature, price lists. Hanke Oy (importers, wholesalers), Aurorankatu 5, Helsinki. WTD 3/5/65.

SOUTH AFRICA—Automatic home gas incinerators; 30,000 B.T.N. output; consuming natural or L.P. gas; dimensions approximately 18" x 36" x 24"; capacity 1.5 bushels. Richard N. Harvey (Pty), Ltd. (importer, wholesaler), P.O. Box 837, Johannesburg. WTD 2/3/65.

344 Fabricated Structural Metal Products

● **BURMA**—Supply and deliver one pressed steel tank, 16 ft. x 16 ft. x 8 ft. (12,600 gal. capacity) with 30-ft. high steel trustle, complete with necessary pipe fittings. Tender No. 65/CS/64-65 (Govt.), bid deadline April 19. Divisional Manager, Construction Stores No. (1) Division, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● **COSTA RICA**—Two collapsible galvanized steel gates, roll-down type, 20.5 ft. wide x 27.6 ft. high, manual operation or alternate; motor operated, with emergency manual operator. Tender No. 1197, deadline 2 p.m. April 8. **Write** (in Spanish): Instituto Costarricense de Electricidad (I.C.E.), Apartado Postal 32, San Jose.

● **IRAQ**—Six towers, fabricated lattice steel construction. Tender No. 8/65, bid deadline April 25. Terms and specifications available for $1.40 plus 70¢ air mail postage, Directorate General of Civil Aviation Board, Ministry of Finance, Baghdad. Complimentary copy available for review only, not for loan, in Room 4014, Building Materials and Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

345 Screw Machine Products

● **BURMA**—Various sizes and quantities of pan head or snap head rivets; hex round bolts and nuts; and washers. Tender No. 61/CS/64-65/GOVT, bid deadline April 19. Divisional Manager, Construction Stores No. (1) Division, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202 WO 7-5589).

346 Metal Stampings

FRANCE—Metal and vitreous enameled kitchen utensils. Direct purchase and agency. John Charles Adlington (wholesaler, retailer), 44 avenue de la Bourdonnais, Paris 7e. WTD 11/27/64.

349 Fabricated Metal Products

FINLAND—Valves, pipe fittings, couplings, pumps, hoses, related hydraulic equipment. Requests descriptive literature, price lists. Hanke Oy (importer, wholesaler), Aurorankatu 5, Helsinki. WTD 3/5/65.

● **PAKISTAN**—Supply of 23 different types of springs, including but not limited to the following: 5,486 draw springs for freight cars; 4,300 draw bar springs 9½" free length; and 335 helical bearing springs. Tender No. PIC/-223/1-64, bid deadline April 17. Pakistan Western Railway, Empress Road, Lahore. Copies of the tender form, drawing and specifications may be obtained from Office of Chief Controller of Purchase, P. W. Rly., Headquarters Office, Empress Rd., Lahore, for $12.

352 Farm Machinery, Equipment

ENGLAND—Agricultural machinery of all kinds. Western Machinery & Equipment Co., Ltd. (importers, wholesalers), Redlake Trading Estate, Ivybridge, Devonshire. WTD 3/5/65.

FRANCE—Farm tractors; power-driven cultivators; planting, seeding, fertilizing, harvesting, haying machinery. Ets Joseph Blanc & Fils (importer, wholesaler), 12 Quai du Commandant Reveille, Agde, Herault. WTD 11/16/64.

353 Construction Machinery

● **INDIA**—16 rock bolting machines, i.e., a pneumatically operated stoper drill, suitable for mounting on a drilling jumbo, complete with air line lubricator and shank hammers and shank hexagon nut sockets attachments, suitable for ¾" (20mm), ⅞" (22mm) and 1" (25mm) dia bolts. Tender No. 921/D-175/PR/51368/Global, bid deadline April 27. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Documents available from India Supply Mission (Ref. D/ENQ/1614), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, free of charge.

LIBERIA—Complete cement making plant, including clinker grinding station and conveying system; importer, wholesaler, retailer requests price quotations cif Monrovia to include engineering and specifications costs. Younis Brothers & Co., P.O. Box 97, Monrovia. WTD 12/26/63.

● **PAKISTAN**—2 steam locomotive cranes, 5-ton lift capacity, for use on B.C. rail tracks. Tender No. P-6/85/D4-65, bid deadline April 19. Cost of tender RS20.00, drawings and specifications RS22.00, available on application only from Office of Chief Controller of Purchase, P.W. Rly, Headquarters, Empress Rd., Lahore.

354 Metalworking Machinery, Equipment

GERMANY—Machines, equipment, tools for service stations and repair shops. Requests replies from manufacturers only, quotations fob factory. Philipp Gather KG. (importer, wholesaler), Postfach, 402 Mettman 2. WTD 3/4/65.

● **INDIA**—Automatic tapping machines (2), bench type, single spindle. Tender No. SWP 5/2021/025A/TE, bid deadline April 9. Armature winding machine, capacity—armatures 110 cms diameter and 223 cms between centers. Tender No. SWP 6/5011/077A/TE, bid deadline April 20. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. Nos. D/ENQ/1582 and 1601 respectively. Tender fee $1.05 and $2.10, payable in advance.

● Horizontal boring machine, 30 to 225 mm. range, distance bed to spindle center 750 mm., length of bore 2200 mm., spindle travel 300 mm., Tender No. BPO/W-031/PR/53543, bid deadline April 1. Quantity of pipe taps and die sets ranging from ¼" to 3", Tender No. BPO/921/W-484/PR/53907, bid deadline April 6. Three automatic bolt and pipe threading machines for cutting external threads and bolts and pipes from ¼" to 2", Tender No. 920/BPO/W-675/PR/55404, bid deadline April 20. Heavy duty vertical slotting machine, max. stroke of ram 450 mm., longitudinal traverse of table 850 mm., Tender No. BPO/W-626/PR/55405, bid deadline April 22. Heavy duty screw cutting lathe, height of center 600 mm., distance between center 3900 mm., Tender No. BPO/W-615/PR/55371, bid deadline April 29. Horizontal boring and milling machine, diameter of spindle 100 mm., Tender No. BPO/W-612/PR/55374, bid deadline May 6. Hydraulic/mechanical guillotine shear, max. shearing length 2450 mm., max. plate thickness 13 mm., Tender No. BPO/PR/W-6301/55407, bid deadline May 11. Crankshaft grinding machine, max. swing 600 mm., distance between center 2500 mm., Tender No. BPO/PR/W-618/PR/55397, bid deadline May 20. Chief Purchase Officer. Beas Purchase Organization, P.O. Talwara Township District, Hoshiarpur, Punjab, India. Tender documents available—India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. Nos. D/ENG/

1607—1608—1612—1613—1615—1617—1618—1620, respectively.

PAKISTAN—Milling machines; shapers; gear cutting copying, seam welding machines; value $30,000. Modern Comforts (importing distributor), 65 The Mall, Lahore, West. WTD 3/10/65.

● **SUDAN**—Grinding machine, heavy duty, 18" x 3" grinding wheels, Tender No. 3256, bid deadline April 8. Radial drilling machine, 4' 0" radius, 1¼" capacity, Tender No. 3258, bid deadline April 7. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone 202 WO 7-5652).

355 Special Industry Machinery

ECUADOR—Soap-making machinery, equipment; fats and oil processing machinery. Requests catalogs, replies in Spanish. Antonio Alvarez Barba, Industrias Ales C.A. (manufacturer, importer), P.O. Box 3079, Quito. WTD 1/9/64.

● **EL SALVADOR**—One folding machine. Tender No. 24(65), bid deadline April 5. Specifications in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202 WO 7-5589).

FRANCE—Wire screen assembly looms; automatic chain-link metal-fence machines; automatic, multi-slide, wire and strip (shape) forming machines of modern types, automatic (a.c., 50-cycle, 3-phase, 220/380 volt), light and medium-duty equipment suitable for the fabrication of metal lattice work and grilles, wire fence netting, metal screens, related lines. Requests replies from manufacturers only, with price lists and descriptive literature. Joseph Steinitz (Grillages Naas) (manufacturer, wholesaler, retailer), 128 Cours de la Somme, Bordeaux, Gironde. WTD 3/10/64.

Bakery machinery: dough mixing, kneading, breaking, dividing, rounding, sheeting, weighing machines. Alfred Pechon (wholesaler), 149 Chaussee Jules Ferry, Amiens, Somme. WTD 11/25/64.

NETHERLANDS—Fruit slicing and reducing machinery used in connection with fruit drying; grinding machinery for dried vegetable products. Direct purchase or agency. Requests replies from manufacturers only. Droogtechniek En Luchtbehandeling N.V. (importer, wholesaler, manufacturer, exporter), P.O. Box 6047, or 39-41 Nieuw Mathenesserstraat, Rotterdam. WTD 3/1/65.

356 General Industrial Machinery

NETHERLANDS—Catalytic purification, combustion equipment; exhaust gas purifiers; filtration equipment such as bacteria, air and compressed air filters. Direct purchase or agency. Replies from manufacturers only. Droogtechniek En Luchtbehandeling N.V. (importer, wholesaler, manufacturer, exporter), P.O. Box 6047, or 39-41 Nieuw Mathenesserstraat, Rotterdam. WTD 3/1/65.

SOUTH AFRICA—Air filters: dry media and viscous type, for use in air conditioning and ventilation industry and for diesel engine protection. Automatic Controls Co. (importing distributor), 809 Atkinson House, Strand St., Cape Town. WTD 3/3/65.

357 Office Computing, Accounting Machines

GERMANY—Electronic table computers; input and output devices for automatic data processing, such as punch-card machines. Direct purchase and/or agency. Requests replies from manufacturers only, quotations cif Hamburg. Heinrich Bornheim, Haus fuer Buerotechnik (importer, wholesaler, manufacturers' agent), 32 Mittelstrasse, 5 Koeln a. Rh. WTD 3/9/65.

358 Service Industry Machines

NETHERLANDS—Compressed air coolers. Direct purchase or agency. Requests replies from manufacturers only. Droogtechniek En Luchtbehandeling N.V. (importer, wholesaler, manufacturer, exporter), P.O. Box 6047, or 39-41 Nieuw Mathenesserstraat, Rotterdam. WTD 3/1/65.

PAKISTAN—Reach-in refrigerators, except dairy and florist types; 4.5-13 cu. ft.; value $50,000. Room air conditioners, packaged; 1 to 2½ ton; 24,000 BTU; value $75,000. Modern Comforts (importing distributor), 65 The Mall, Lahore, West. WTD 3/10/65.

SOUTH AFRICA—Refrigeration condensing units, hermetic and open, up to 5 hp.; available current 220/230-v. 50 cycle. Automatic Controls Co. (importing distributor), 809 Atkinson House, Strand Street, Cape Town. WTD 3/3/65.

UAR—Ice-making machinery to equip two plants capable of producing whole (25 kilograms), half and quarter blocks of ice. Potential capacity of each plant: 750 metric tons per 24 hours with 750-ton storage capacity. The Egyptian Ice Producing Co. (government-owned firm), 745 Port Said St., Ghamra, Cairo.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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361 Electric Transmission, Distribution Equipment

● **INDIA**—Supply of 11 trivector meters, measuring ranges: 600/400/1000 kv.-a.; also 11 current transformers, ratio 1200/5, 800/5 and 2000/5 amps. Tender No. SEI/2013/335-A/Cell, bid deadline April 29. Director General of Supplies and Disposals, Jeewam Tara Bldg., Parliament St., New Delhi. Tender documents are available to U.S. firms from the India Supply Mission (IMS) (Ref. D/ENQ/1639), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee (not refundable) 85 cents per set.

● **NEW ZEALAND**—Supply of four single-phase, 10 mv.-a., 110/19.05 kv., 50-cycle outdoor-type transformers to be used to form one 30-mv.-a., three-phase bank and spare unit at Gore Substation. Contract No. 459, bid deadline May 11. The Secretary, Tenders Committee, New Zealand Electricity Department. Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

● **PAKISTAN**—Supply of 12 dial reading thermometers with range; 12 humidity indicators; 6 impulse recorders including amplifiers; 25 precision stop watches with cases; 30 magnifying glasses, 2½" diameter; 2 double beam oscilloscopes; 100 battery hydrometers; 12 portable line test set for cable; 12 capacitance bridges for localizing break faults; 12 direct reading cable fault localizers; 12 search, coil, telephone receivers and interrupter equipment. Tender No. PR-I/65/PMP/5, bid deadline April 15. Government of West Pakistan Railway Board, Lahore.★ (Telephone: 202 WO 7-2939).

● Supply of 4 multi-range recording voltmeters; 15 electrical code transmission and reception testing units; 20 testing sets for testing of all relay interlocking equipment; 25 portable VHF transreceiver sets. Tender No. PR-I/65/PMP/5, bid deadline April 15. Government of West Pakistan Railway Board, Lahore.★ (Telephone: 202-WO 7-2939).

● **SUDAN**—Supply of one totally enclosed, low-voltage switchboard suitable for a.c. supply, 415 volts, 3-phase, 50 cycles, 4-wire system. Contract No. 3254, bid deadline April 8. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-4242).

● **TUNISIA**—Supply of 113 power transformers 3-phase, 25 to 250 kv.-a., 5 to 30,000 volts. Tender No. 533, bid deadline April 10. Societe Tunisienne de l'Electricite et du Gaz, 38 rue de Besancon, Tunis. Correspondence preferred in French. (Tender documents and specifications available in French.)★ (Telephone: 202 WO 7-4242.)

362 Electrical Industrial Apparatus

GERMANY—Electronic control equipment for industrial enterprises. Direct purchase and/or agency. Requests replies in German from manufacturers only, quotations cif European ports. Scheib Elektromotoren-Gesellschaft KG. (importer, wholesaler, manufacturer), 20 Kirchstrasse, Duesseldorf. WTD 2/25/65.

Electric motors and motor parts. Direct purchase and/or agency. Requests replies in German from manufacturers only, quotations cif European ports. Scheib Elektromotoren-Gesellschaft KG. (importer, wholesaler, manufacturer), 20 Kirchstrasse, Duesseldorf. WTD 2/25/65.

● **INDIA**—One portable spot welder, 200 mm. throat, suitable for operation on 220 v., 50-cycle a.c. supply. Tender Notice 921/W-18577/PR/55328, bid deadline April 8. Global procurement. Shri T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt: Hoshiarpur, Punjab. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. I.S.M. D/ENQ/1610.

● **IRAQ**—Supply, delivery and installation of ten 50-kw. and one 300-kw. diesel generators, all to be 400/231 volts, 3-phase, 4-wire, 50-cycle with switchboards, cabling, auxiliary equipment and overhead hand operated cranes and cooling ponds. Tender Notice No. 1, bid deadline April 13. Specifications may be obtained from the Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad, for $73 including air mail charge. One copy of the specifications is available for review only, not for loan, from the Power and Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20239. (Telephone: 202 WO 7-4242).

● Supply one portable diesel generator set, 100 kw., 3-phase, 50-cycle, 380/220 volts. Tender No. Works/23/1965, bid deadline April 21. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202 WO 7-4242).

● **JORDAN**—Supply of 20—¾ h.p. and 10—½ h.p. single-phase, 50-cycle, 220-volt, 1420 r.p.m. flameproof induction motors complete with standard shaft extension and self-con-

tained starting switch. Tender No. 8/65, bid deadline April 15. The Jordan Petroleum Refinery Co., P.O. Box 1079, Amman.★ (Telephone: 202 WO 7-4242.)

PAKISTAN—Arc and spot welders, a.c.; value $20,000. Modern Comforts (importing distributor), 65 The Mall, Lahore, West. WTD 3/10/65.

363 Household Appliances

PAKISTAN—Domestic electrical appliances such as toasters, irons, kettles. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Swift Traders (importer, manufacturers' agent), 69 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/1/65.

364 Nonelectric Lighting Equipment

● **BURMA**—Supply of various kinds of nonelectric lighting equipment such as 26,780 dozen oil lamps of various sizes complete with wicks and globes; 13,473 dozen globes; 2,678 dozen burners. Bid deadline, 4 p.m., April 7. Tender No. P-11/17/64-65. Divisional Manager, Household Goods Division, People's Stores Corp., Rangoon.★ (Telephone: 202 WO 7-5345.)

FINLAND—Insulation materials for use in manufacturing electrical equipment; requests descriptive literature, price lists; direct purchase or agency. Tehotuonti Gronlund & Seppala (importer, commission agent), I. Robertinkatu 26, Helsinki. WTD 12/8/64.

● **GREECE**—Supply of 6 sets of visual approach slope indicators for airport runways. Tender No. B/58/1965, bid deadline April 13. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202 WO 7-4242.)

365 Radio, Television Sets

MALAYSIA—Off-air picture monitors, 10 pieces; 625 lines, 230 volts. (C.C.I.R.). For Telecommunications Department of Malaya and Singapore. Address: Director General of Telecommunications, Attention: Controller of Television, Jalan Weld, Kuala Lumpur.

366 Communications Equipment

● **KOREA**—Supply of step-by-step switching equipment and parts, telephone instruments and spare parts, and diesel engine generator at a cost of approximately $126,000. Invitation No. KFX-5014-S, bid deadline April 17. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202 WO 7-4823.)

● **PAKISTAN**—Supply of central and box-type desk telephone sets, protectors complete with fuses, selector sets and keys, test panels, and portable telephone sets with batteries. Tender No. PR-I/65/PMP/5, bid deadline April 15. Government of West Pakistan Railway Board, Empress Road, Lahore.★ (Telephone: 202 WO 7-4823).

367 Electronic Components, Accessories

FRANCE—Electronic apparatus for industrial use. Direct purchase and agency. Testuz & Cie (importer, wholesaler, agent), 30 avenue de Messine, Paris 8e. WTD 11/18/64.

SOUTH AFRICA—Electronic components: 100 ohm-100 kilohm potentiometers, numatin printed circuit type; transistors, nearest equivalent to RCA 2N2102; resistors for 2.2 ohm-1 megohm in ⅛, ¼, ½, 5 watts; capacitors of 10 picofarads-0.5 microfarads for 250-450 volts; electrolytic miniatures of 1, 5, 10, 20, 25, 100, 200 microfarads for 6, 12, 50 volts, or tantalium types if inexpensive; diodes having peak inverse voltage 50-200, max. forward current 300 milliamps; zener diodes 8.2 and 12 volt, forward current 300 milliamps; ferrite porcelain cores, all types. Direct purchase and agency. Requests quotations c.i.f. Cape Town, including commission, from manufacturers only or their sole export houses. Mill Agents South Africa (Pty.), Ltd. (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 8/13/64.

Late Lead—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

369 Electrical Machinery, Equipment

FRANCE—Radiographic X-ray apparatus and tubes; for medical, industrial, research, control applications. Direct purchase and agency. Ste. R. A. Brissot (importer, dealer), 183 rue des Pyrénées, Paris 20e. WTD 10/24/64.

● **IRAQ**—Supply of one electro-encephalograph with 8 channels. Tender No. MOH/7/65, bid deadline May 6. An Iraqi bank guarantee must be presented by bidder. General Drugs and Chemicals Imports and Distribution Co. (KIMADIA), British Bank of the Middle East Building (3rd floor), Bank St., Baghdad.★ (Telephone: 202 WO 7-2939).

371 Motor Vehicles, Motor Vehicle Equipment

ECUADOR—Automotive replacement parts (chassis only); all types of automotive accessories. Requests catalogs. Delia M. de Espin & Cia (importer, wholesaler, retailer), Casilla Postal 2185, Quito. WTD 6/23/64.

Automotive replacement parts; all types of automotive accessories. Requests catalogs. Engel Hijos, C.A. (importer, wholesaler), Casilla Postal 58, Quito. WTD 6/22/64.

Automotive vehicles, passenger and truck; automotive replacement parts, accessories. Requests literature, catalogs, replies in Spanish. Antonio Alvarez Barba, Industrias Ales C.A. (importer), P.O. Box 3079, Quito. WTD 1/9/64.

FINLAND—Automotive accessories and equipment. Requests descriptive literature, price lists. Hanke Oy (importer, wholesaler), Aurorankatu 5, Helsinki. WTD 3/5/65.

PAKISTAN—Parts and accessories for automotive vehicles. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Swift Traders (importer, manufacturers' agent), 69 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/1/65.

SOUTH AFRICA—Automobile seat belts and seat belt hardware, smart and serviceable; requests replies from manufacturers or their sole export houses only. Direct purchase and agency. Hercules Equipment (Pty.), Ltd. (importing distributor, manufacturer), 14-16 Victoria Rd., Near Tollgate, Cape Town. WTD 6/16/64.

374 Vacuum Brake Equipment

● **PAKISTAN**—Supply of vacuum brake equipment, including but not limited to the following: 700 "E" type, 18" cylinder assemblies for freight cars; 435 "F" type, 21" cylinders for locomotives; 2,500 ¾" release valves for "E" cylinders; 1,770 single vacuum gauges; and 545 duplex vacuum gauges. Tender No. PIC/246/2-64, bid deadline April 17. Pakistan Western Railway, Empress Rd., Lahore, West Pakistan. Copies of the tender form, drawing and specifications may be obtained from the Office of Chief Controller of Purchase, P. W. Rly., Headquarters, Empress Rd., Lahore, for $8.

379 Transportation Equipment

NETHERLANDS—House trailers. Direct purchase and/or exclusive agency. Requests replies from large first-class manufacturers only. Send catalogs, quote cif prices. All purchases for own account. Will pay cash. Caravan- & Sportboat Import E.K.S. (importer, wholesaler, agent), 3-5 Oranjestraat, Sliecrecht. WTD 3/1/65.

381 Engineering, Laboratory, Scientific, Research Instruments

SENEGAL—Medical laboratory instruments, equipment. Requests descriptive literature, price lists. Direct purchase or agency. Correspondence in French or English. Wild S.A. (importer, wholesaler, retailer), 15, rue de Thann, B.P. 1521, Dakar. WTD 1/13/65.

382 Instruments For Measuring, Controlling, Indicating Physical Characteristics

NETHERLANDS—Electric humidity sensing elements. Direct purchase or agency. Requests replies from manufacturers only. Droogtechniek En Luchtbehandeling N.V. (importer, wholesaler, manufacturer, exporter), P.O. Box 6047, or 39-41 Nieuw Mathenesserstraat, Rotterdam. WTD 3/1/65.

SOUTH AFRICA—Electrical, electronic and pneumatic instruments for controlling industrial processes in the chemical and air conditioning fields. Automatic Controls Co. (importing distributor), 809 Atkinson House, Strand St., Cape Town. WTD 3/3/65.

● **SUDAN**—Supply of one 100-ton working load chain testing machine, hydraulic with hand-operated pump. Maximum length of chain 50 feet, stroke of ram 36 inches. Complete with all accessories and gauges but without shackles. Contract No. 3264, bid deadline April 20. The Office of Controller of Stores, Atbara.★ (Telephone: 202 WO 7-2939.)

383 Optical Instruments

● **PAKISTAN**—Supply of 1,000 optical stepped lenses; 1,000 glass, roundels, red; 1,000 glass, roundels, blue-green; 500 lenses, corrugated, white; 100 lenses, corrugated, red; 400 lenses, corrugated, blue-green; 100 complete set optical lenses. Tender No. PR-I/65/PMP/5, bid deadline April 15. Government of West Pakistan Railway Board, Lahore.★ (Telephone: 202 WO 7-2939.)

384 Surgical, Medical, Dental Instruments

SENEGAL—Hospital, dental and optical equipment of all types. Requests descriptive literature and price lists. Direct purchase or agency. Correspondence in French or English. Wild, S.A. (importer, wholesaler, retailer), 15, rue de Thann, B.P. 1521, Dakar. WTD 1/13/65.

386 Photographic Supplies

● **BURMA**—Supply of 750,000 ready-made

photo mounts of various sizes and quantities. Tender No. 020/Photo (2) 64/65, bid deadline April 5. Divisional Manager, Paper, Printing and Photographic Division, People's Stores Corp., Rangoon.★ (Telephone: 202 WO 7-2939).

PAKISTAN—Aerial camera N-9 and spares. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Commersia (importer, manufacturers' agent), 79 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/19/62.

399 Manufacturing Industrial Products

HONG KONG—Interested in contacting suppliers of cow gallstones, furs, skins. Eastern Pearl International Co. (importer, exporter), P.O. Box 15409, Hong Kong. Cable: PEARLIZATION, Hong Kong. WTD 3/4/65.

MALAYSIA—Pig-toe fresh water shells: manufacturer, exporter, wholesaler and retailer of cultured pearls requests replies from suppliers, with price quotations CIF Singapore/Sabah. Shells to be supplied in raw form or manufactured into perfect spheres—sizes: 5 mm. to 14 mm. diameter, 50,000 perfect spheres. Kaya Pearl Co., Ltd. (manufacturer), P.O. Box 7, Sandakan, Sabah, Attention: Mr. Kwan Yui Ming. WTD 1/28/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Commercial Farm Products

AUSTRALIA—Orchid plants; foilage plants; seeds. Don Pueblos Orchid Co., P.O. Box 90, Dee Why, N.S.W. WTD 3/8/65.

221 Broad Woven Cotton Fabric

AUSTRALIA—Drapery and upholstery material. Eric Henry Cantor (commission agent), 70 Warraroong St., Beverly Hills, N.S.W. WTD 3/3/65.

222 Broad Woven Fabric, Man-made Fiber and Silk

AUSTRALIA—Drapery and upholstery material. Eric Henry Cantor (commission agent), 70 Warraroong St., Beverly Hills, N.S.W. WTD 3/3/65.

225 Knitting Mill Products

GERMANY—Knitted wares and women's sweaters. cif Hamburg/Bremen. Plantier & Co. GmbH. (exporter, importer, wholesaler, retailer, sales agent), 28 Schillerstrasse, 6 Frankfurt am Main. WTD 3/8/65.

239 Fabricated Textile Products

AUSTRALIA—Disposable diapers. Mantons Pty., Ltd., 184-190 Day St., Sydney, N.S.W. WTD 12/4/64.

ENGLAND—Lace and Schiffli embroidery effects suitable for women's and children's dresses. Lewis Sandford (manufacturers' agent), Gordon House, 37 Welbeck St., London, W.1. WTD 3/8/65.

251 Household Furniture

AUSTRALIA—Collapsible changing beds for infants. Mantons Pty., Ltd. (manufacturer's representative), 184-190 Day St., Sydney N.S.W. WTD 12/4/64.

262 Paper Mills Products

TURKEY—Kraft paper for manufacture of cement bags. Vehbi Lacin (sales agent, Government contractor), Sehit Tegmen Huseyin Sofu Sokak, Cituris Han No. 12-44, Galata, Istanbul. WTD 7/14/64.

264 Converted Paper, Paperboard Products

SOUTH AFRICA—All types of stationery goods. McGregor & Musgrove & Co. (Pty), Ltd. (sales agent), P.O. box 9087, Johannesburg. WTD 12/1/64.

273 Books

AUSTRALIA—Horticultural books. Don Pueblos Orchid Co., P.O. box 90, Dee Why, N.S.W. WTD 3/8/65.

SOUTH AFRICA—Books—all subjects, except religious; interested in representing publishers on commission basis. R.H.G. Lamberth (publishers' agent), P.O. box 22, Howard Place, C.P. WTD 2/8/65.

281 Industrial Chemicals

GERMANY—Aceton, caustic soda, trichlorethylene, polyethylene, acridine salicyl acid, dimethylamine phenazine, and other raw materials for the pharmaceutical, lacquer, and paint industries. John A. Mason (sales agent), Sonnenredder 36, Hamburg-Wandsbek. WTD 3/10/65.

282 Synthetic Materials

ITALY—Liquid polyester resins used for the manufacture of acid containers, basins and containers for food industry and covering for concrete tanks. Direct purchase and agency. Mediterranean Import-Export (agent), Via A. Diaz 11, Borgaro Torinese (Turin province). WTD 3/9/65.

283 Drugs

★★ GREECE—Trade Mission

Full line of pharmaceuticals. Dr. K. Timpanidis (agent), Dinokratous St. 14, Athens 139. WTD 1/26/65. TM 30.

284 Soap, Detergent, Toilet Preparation, Perfume, Cosmetics

AUSTRALIA—Baby powder; diaper disinfectant; baby shampoo; baby oil; baby cream; baby soap. Mantons Pty., Ltd. (manufacturer's representative), 184-190 Day St., Sydney, N.S.W. WTD 12/4/64.

Toiletries and cosmetics. Emmo Pty., Ltd. (importer, wholesaler), 155 Castlereagh St., Sydney, N.S.W. WTD 3/8/65.

287 Agricultural Chemicals

AUSTRALIA—Fertilizers; agricultural chemicals (insecticides, fungicides, herbicides); composts, other growing material. Don Pueblos Orchid Co. (importer, exporter, wholesaler, manufacturer), P.O. box 90, Dee Why, N.S.W. WTD 3/8/65.

289 Chemical Products

AUSTRALIA—Chemicals used in photo-engraving field. Middows Brothers Pty., Ltd. (manufacturer's representative), 25-27 Clarence St., Sydney, N.S.W. WTD 3/1/65.

FRANCE—Chemical products for dry-cleaning industry. Drogouest (Nicolas & Cie) (wholesaler), 17, rue Dos d'Ane, Nantes, L.A. WTD 11/25/65.

307 Plastics Products

AUSTRALIA—Plastic infant harnesses; drinking cups; bottle warmers. Infants' plastic pants, waterproof bassinet sheets. Mantons Pty., Ltd. (manufacturers representative), 184-190 Day St., Sydney, N.S.W. WTD 12/4/64.

322 Glass, Glassware, Pressed or Blown

AUSTRALIA—Infant feeding bottles. Mantons Pty., Ltd. (manufacturers representative), 184-190 Day St., Sydney, N.S.W. WTD 12/4/64.

323 Glass Products

AUSTRALIA—Glasshouses; shading materials. Don Pueblos Orchid Co. (importer, exporter, wholesaler, manufacturer), P.O. Box 90, Dee Why, N.S.W. WTD 3/8/65.

331 Steel Mill Products

IRAN—Pipes and fittings for pipelines, seamless, welded, carbon and alloy steel, except stainless. Middle East Supply Co., Ltd. (importer), 135 Takhte-Jamshid Ave., Tehran. WTD 3/8/65.

335 Rolling, Drawing, Extruding of Nonferrous Metals

AUSTRALIA—Copper and zinc plates for photo-engraving and printing industries. Middows Brothers Pty., Ltd. (manufacturer's representative), 25-27 Clarence St., Sydney, N.S.W. WTD 3/1/65.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Horticultural products, including hand tools. Don Pueblos Orchid Co. (importer, exporter, wholesaler, manufacturer), P.O. Box 90, Dee Why N.S.W. WTD 3/8/65.

349 Fabricated Metal Products

AUSTRALIA—Watering devices, including sprinkling systems, horticultural brassware. Don Pueblos Orchid Co. (importer, exporter, wholesaler, manufacturer), P.O. Box 90, Dee Why, N.S.W. WTD 3/8/65.

352 Farm Machinery

FRANCE—Small machinery and equipment for agriculture in general, and more particularly for orchards, gardens, glass-houses, country houses and eventually amateurs workshops. Exclusive distributorships required. Send catalogs, prices f.o.b. New York. Europelec—Agricultural Department (importer, distributor), Les Clayes-sous-Bois, Seine & Oise. WTD 1/22/64.

353 Construction Machinery

NETHERLANDS—Fork lift trucks, locomotive cranes and other internal transportation

equipment. Desires agency for The Netherlands and Western Europe. Handelsonderneming MAGEON N. V. (importer, exporter, wholesaler, retailer, agent), 68-70 Sluisjesdijk, Rotterdam. WTD 3/3/65.

355 Special Industry Machinery

AUSTRALIA—Abattoir equipment, entire line, including bone mills, offal mills and meat conveying equipment. Walter Roots Pty., Ltd. (importer, wholesaler), 54 Dickson Ave., Artarmon. WTD 3/3/65.

356 General Industrial Machinery

BRAZIL—Couplings for hydraulic and pneumatic pumps and air compressors; electromagnetic clutches. Filters for water systems and swimming pools; filters for use in petroleum refining and related industries; filters for brewers' and maltsters' machinery and for edible vegetable oil machinery. Prefers exclusive representation. Requests replies from manufacturers only, quotations c.i.f. Rio de Janeiro. I. Cinti Representacoes, Rua da Quitanda 3, 10° Andar, Sala 1009, Rio de Janeiro, ZC-00. WTD 2/18/65.

FINLAND—Raw materials, semi-products and equipment for metal industry, machine shop use. Request descriptive literature, price lists, terms. Laaturauta Oy (commission agents), Linnankoskenkatu 11 B, Helsinki. WTD 3/2/65.

363 Household Appliances

SOUTH AFRICA—All types of battery operated household appliances, exclusive agencies desired; requests replies from manufacturers or their sole export houses only. M. Abrahamson (manufacturers' agent), P.O. Box 4112, Cape Town. WTD 6/5/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Thermometers for taking human temperature, especially infants. Mantons Pty., Ltd. (manufacturer's representative), 184-190 Day St., Sydney, N.S.W. WTD 12/4/64.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Car seats for infants, portable folding type. Toys suitable for infants. Mantons Pty., Ltd. (manufacturer's representative), 184-190 Day St., Sydney, N.S.W. WTD 12/4/64.

395 Pens, Pencils, Office, Artists' Materials

SOUTH AFRICA—Full range of office carbon papers, ribbons, first class quality only; requests replies from manufacturers. Daws Stationery Co. (importing distributor), P.O. box 4614, Cape Town. WTD 2/25/65.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRALIA—Diaper fasteners. Mantons Pty., Ltd. (manufacturer's representative), 184-190 Day St., Sydney, N.S.W. WTD 12/4/64.

Leads for Importers

Commodities are offered direct unless specified.

140 Mining, Quarrying of Non-Metallic Minerals

FRANCE—"Grès de Thiviers", raw sandstone or grit, a reportedly pure siliceous material, free from clay, for utilization as a coloring pigment by the glass, enamel, ceramic and porcelain industries after appropriate treatment, such as crushing, kilning at 1,200°C., and final pulverizing. "Grès de Thiviers", sold in rock-form in blocks of 250x300x100 millimeters each, is stated to be of very good quality and to have the following characteristics according to an analysis recently submitted: Rock density, 2.60; SiO_2/86,15; A12 03/0.70; Fe2 03/10,10; Ca 0/0,75; Mg 0/0.00; loss through kilning, 2.05. Exportation in wooden casks, net weight 550 lbs. each. Génie et Industrie (Roger Gestin) 42 rue des Horticulteurs, Limoges, Haute-Vienne. WTD 12/21/64.

208 Beverages

FRANCE—Liqueurs of good quality, in 75-centiliter glass bottles, such as cream of cocoa ("Cacao Chouva"), praline cream, and others. Wholesale exportation through well-established selling agents in United States. A. Droz & Cie. (distiller, wholesaler, exporter), 8-12 rue Albert-de-Mun, Bordeaux, Gironde. WTD 3/9/65.

225 Knitting Mill Products

PAKISTAN—Cotton and silk fabrics manufactured on hand looms in fast colors on clients designs. Output 1,500 yards per day. I.B. Textiles, Khuni Buri, Multan, West Pakistan. WTD 3/3/65.

229 Textile Goods

REPUBLIC OF KOREA—Rope and twine of coir yarn, abaca, vinylon, and polyethylene. Shinhung Chekang Co., Ltd. (manufacturer, exporter), Central P.O. Box 849, Seoul.

237 Fur Goods

AUSTRALIA—Men's and women's vests made from kangaroo fur. Willard Riner & Co., (importer, exporter), 44 Lucan St., Aspley, Brisbane, Queensland. WTD 11/16/64.

302 Rubber Footwear

GUATEMALA—Molded rubber boots for men and women "COLIBRI" trademark. Can supply approximately 20,000 pairs per month, 12" and 16" high. GINSA—Gran Indústria de Neumáticos Centroamericana, S.A., Apartado Postal 450, Avenida de Petapa 66-00, Zona 12, Guatemala City. WTD 3/5/65.

353 Construction, Mining, Material Handling Machinery

ITALY—Manufacturer of road construction tractors seeks sales agents or importing distributors. Sidera Via Monte Bianco, Savigliano (Cuneo). WTD 3/9/65.

355 Special Industrial Machinery

PAKISTAN—Delinting and decorticating cottonseed machinery consisting of 25 delinters with accessories, 1 treline gummer, 2 master condensers, 2 decorticators. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

375 Bicycle, Motorcycle, Parts

YUGOSLAVIA—Bicycles, parts such as chains, coaster brake hubs; requests replies from wholesalers, agents only. Metalia Comerc (wholesaler, registered exporter, importer), K. Dumbovic 19, Zagreb. TM 208.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Semi-precious stones, i.e. rhodonite, onyx, chrysoprase, Messrs. P. Turnbull and O.P. Garvan, have a quantity of the above stones as well as leases and/or access to deposits and wish to sell to wholesale agent in the United States, especially those in the lapidary industry or trade. Plans to form and register a local company to handle their exports and imports as necessary are in process. Eventually they plan to purchase lapidary and stone-cutting machinery to enable them to rough process locally some of the stones they mine. Replies should be addressed to P. Turnbull and O. P. Garvan, c/o National Bank of Australasia, Ltd., 14 Loftus St., Sydney, N.S.W. WTD 3/5/65.

Semi-precious gemstone jewelry. Mainly opal, jade, sapphire & chrysoprase. Willard Riner & Co. (import, export), 44 Lucan Ave., Aspley, Brisbane, Queensland. WTD 11/16/64.

MALAYSIA—Cultured pearls: manufacturer, exporter, wholesaler and retailer seeks an agent or representative. Kwan Yui Ming, Kaya Pearl Co., Ltd., P.O. Box 7, Sandakan, Sabah. WTD 1/28/65.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Stuffed toys made from kangaroo fur. Kangaroos and koala bear shapes. Willard Riner & Co. (importer, exporter), 44 Lucan Ave., Aspley, Brisbane, Queensland. WTD 11/16/64.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRALIA—Boomerangs and native handicraft items. Suitable for mail order. Willard Riner & Co. (importer, exporter), 44 Lucan Ave., Aspley, Brisbane, Queensland. WTD 11/16/64.

Telex equipment, components sought by Korean Government

The Office of Supply, Republic of Korea, has announced Tender KFX-5012-5 for the supply of multiplex, automatic request (MUX/ARQ) equipment, and various quantities of electron tubes, semiconductors, subassemblies and parts for carrier, SSB, UFH, and VHF communications equipment. Bid deadline is April 14.

Write: Office of Supply, Government of the Republic of Korea, Seoul, Korea. Firms located in the United States may obtain loan copies of the specification from the Electronics Division, BDSA 6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202 WO 7-2328.

Construction Projects

Reports from overseas on late building and construction.

ARGENTINA—Gabriel Ugarte, President, Transworld Electronics Argentina S.A., Thames 1368, Buenos Aires, interested in **licensing arrangements to manufacture or assemble on small industry scale, components, units for electronic or vacuum industries and sales agency for electronic or vacuum components, equipment.** March 27 via Los Angeles for 2 weeks; 1312 18th St., NW., Washington, D.C. Itinerary: Los Angeles, San Francisco, New York. WTD 2/3/65.

DENMARK—(100 kroner = $14.50) The Port of Copenhagen Authority has approved tentatively a project for expansion of the northern section of the port. The project, estimated to cost 112 million kroner, will be completed over a period of eight years.

Plans for this expansion have been pending and are being implemented by swelling traffic at the Port. The project represents the largest expansion of the port since establishment of the free port the latter part of the last century. Extension of the free port area also is contemplated.

Write: Port of Copenhagen Authority, Copenhagen.

ENGLAND—Frank Limb, representing The Appleyard Group of Companies Ltd., North St., Leeds 7, Yorkshire, interested in distribution of **agricultural equipment, particularly small tractors, grassland equipment, agricultural implements in general.** March 26 via New York City until April 22; c/o Dr. W. H. B. Ellis, Pratt Island, Noroton, Nr. Darien, Connecticut. Itinerary: New York, Washington, other cities to be arranged.

FRANCE—(100 new francs = $20.25). Fairchild Semiconductors, a U.S. electronics manufacturer, in conjunction with its Milan-based Italian subsidiary, will construct a new plant this year at Rennes for manufacture of miniaturized transistors and integrated circuits. The new plant is expected to be completed before the end of this year. Initial investment of about $500,000 is being provided by Fairchild of Milan.

According to the French press, a decision has been made to construct a Franco-Saar refinery at Furtenhausen. The first protocol of agreement was signed recently by the Saarbergwerke—German coal firm which will own a 50% interest—and the future French shareholders, Compagnie Francaise des Petroles (CFP), Charbonnages de France, Houilliers du Bassin de Lorraine (Lorraine Coal Mines, a subsidiary of Charbonnages de France) and Antar Petroles de l'Atlantique. CFP is reported likely to be the major French shareholder. Union Generale des Petroles, wholly French Government owned refiner and distributor also will have an interest in the new refinery.

Construction will begin in April and is scheduled for completion sometime in 1966. Initial capacity will be about 1.3 million tons, principally of naphtha.

GERMANY—Helmut Uhlich, representing Messrs. Mueller & Dintelmann, 9, Zeiss-Strasse, Hannover, Doehren, **interested in contacting manufacturers of floor covering and in studying distribution methods in this field.** April 26 via New York for 3 weeks; c/o German American Chamber of Commerce, 666 Fifth Ave., New York 19, N.Y. Itinerary: New York, N. Y., Miami, Fla., other East Coast cities as required. WTD 6/5/64.

Hans Ulrich Pfister, representing C.T. (Hamburg) GmbH, Beim Strohhause 20, Hamburg 1, **interested in contacting manufacturers of engineering, laboratory, scientific, research instruments and associated equipment.** March 16 via New York for 3 weeks; c/o Department of Commerce Field Office, 61st floor, Empire State Bldg., 350 Fifth Ave., New York, N. Y. Itinerary: New York, N. Y., Washington, D. C., other East Coast cities as required. WTD 1/20/65.

IRAN—(100 rial = $1.32). The Governor General of Khuzestan and managing director of Khuzestan Water and Power Authority, Reza Ansari, has announced that approval had been received for preliminary work to proceed on two new multipurpose dams in Khuzestan: one on the Marun River to irrigate 65,000 hectares and provide 100,000 kw. of hydroelectric power, and one on the Karun River to irrigate 165,000 hectares and provide 600,000 kw.

The Development and Resources Corporation, under its contract with the Authority, will undertake preparation of engineering studies. This dam will provide a reservoir of about 1.2 billion cubic meters. Karun Dam will provide a reservoir of about 9.1 billion cubic meters. Development and Resources Corporation has an office in New York City (1 Whitehall St.).

JAPAN—Tooru Kubo, Leader of the Central Japan Small and Medium Size Industry Team, c/o Chubu Productivity Center, 1, 4-chome, Oike-cho, Naka-ku, Nagoya, **interested in visiting small and medium-size machine and metal working companies.** May 4 via New York City for 18 days. c/o Prince George Hotel, 14 E. 28th St., New York 16, N.Y. Itinerary: New York, Washington, Buffalo, Chicago, San Francisco, Los Angeles, Honolulu.

MALAYSIA—(M$100 = $32.68). Representatives of Canada and Malaysia signed a memorandum of understanding recently to undertake a pre-investment study of the hydroelectric power potential of the Upper Perak River. Under terms of the memorandum, Canada will meet the foreign exchange costs (M$2.7 million) of engineering surveys and drilling equipment; Malaysia will contribute M$1.1 million for such costs as labor and camp construction. The study will be completed in August.

Tentatively planned for the Upper Perak River is a scheme stretching from the northernmost to southernmost of the peninsular states and costing about M$135 million. It is estimated that this scheme would be constructed in the 1970's.

PORTUGAL—Manuel da Silva Costa, representing Frederico Bonet, Lda., Rua de Acucar no. 82, Lisbon 6, **interested in importing glassware, medical products, household appliances.** First part of April via New York for 30 days. Itinerary: New York, Columbus, Ohio, Cleveland, Boston. WTD 1/14/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

INDIA—H. N. Khira, representing Jayanand Khira & Co. Pvt., Ltd., Khira Bhavan, Sandhurst Bridge, Bombay 7, **interested in export of Indian wood furniture, collaboration for manufacture of auto bodies and aluminum trailers, visiting plants manufacturing metal furniture for offices and auditoriums, aluminum trailers, wood furniture, laminated doors.** March 15, via New York for a month; c/o T. M. Gomez, Jr., Divco-Wayne International, Richmond, Ind. Itinerary: New York, Washington, D.C., Richmond, Ind., Detroit, Chicago, Los Angeles, San Francisco.

PAKISTAN—Israr H. Qureshy, representing M/s. Mushko & Co., Ltd., Osman Chamber, Victoria Rd., Karachi, **interested in securing agencies from electronic equipment manufacturers and in technical information on the equipment.** April via New York for 1 month; c/o Rocke International Corp., New York, N.Y. Itinerary: New York, Chicago, Kansas City. WTD 9/26/63.

Irrigation project in Iraq worth $7 million; bids asked

Baghdad's Directorate General of Irrigation, Ministry of Agrarian Reform, seeks bids on reconstructing the Diyala Weir (Lower Diyala Irrigation Project), an estimated $7 million contract. This project is Contract No. 8—Diyala Weir and the deadline is April 15.

Tender documents are available for $70 plus air mail charges from the above authority. Inspection of documents may be made at the Authority or at the embassies or legations of Iraq in Belgrade, Bonn, Brussels, Moscow, Paris, Prague, Rome, Sofia, Tokyo, Vienna and in Washington, D.C., or in the London and Baghdad offices of the consulting engineers, Sir M. MacDonald & Partners.

The following work is included in this contract:

Demolition of certain parts of existing Weir; new Weir construction, including bridge piers, decks and crest gates; construction of left and right bank headworks including scour sluices, canal head regulators and associated bridge piers, decks and lifting gates; construction of short lengths of head reach canals, flood banks and river training works.

The main items of work will approximately involve 641,000 cubic yards of excavation; 54,000 cubic yards concrete; 4,186 cubic yards of demolition; 11,362 square yards of pre-cast concrete block work; 2.153 square yards of steel sheet piling and 800 tons structural steel for bridge decks. The water control equipment includes 23 crest gates, 8 scour sluice gates, 7 head regulator gates and 17 sets of stop logs.

Tenders submitted must include a $280.000 bank deposit receipt payable to Director General of Irrigation or a Letter of Guarantee issued by an approved Bank in Iraq or a cash deposit.

New Books and Reports

***International Business Management: Readings and Cases.* John E. Ewing, et al. Wadsworth Publishing Co., Inc., Belmont, Calif. 560pp. $10.60.**

Designed for in-service management training programs, the content is divided into two parts: (1) Readings on regional cooperation, economic development, international trade, management of international business, finance, and sources of international intelligence; and, (2) a collection of actual problems faced by international businessmen, including market entry and expansion; export policies, procedures, and problems; international human relations; development of marketing programs abroad; and establishment and operation of international companies.

Write: Wadsworth Publishing Company, Belmont, Calif. 94002.

***Marketing in the Industrialization of Underdeveloped Countries.* A. A. Sherbini. (Article) Journal of Marketing. Published by American Marketing Assn., Chicago. Jan. 1965. pp. 28-32. Reprints, $1.**

Marketing problems are causing unexpected difficulties in many of the underdeveloped countries where planning for economic development has depended too extensively on import statistics in determining individual industries to be supported, and insufficient consideration has been given to determining the consumers' generic wants and needs to be served, and alternative ways of satisfying these wants. Discusses the role of marketing in the operating phase, including product and production, pricing, channels of distribution and promotional decisions.

Write: American Marketing Assn., 120 N. Green St., Chicago, Ill., 60607.

***Management Concepts and Practices: European Style.* Fremont E. Kast. (Article) Business Horizons, Indiana U., Bloomington pp. 25-36. $2 per copy.**

A thoughful outline of differences in management and business concepts and practices between European countries and the U.S., their rationale, and the economic, social, educational, and organizational forces which are helping to bring these differences into closer accord.

Write: School of Business, Indiana U., Bloomington, Ind. 47405.

A new edition in the International Customs Journal series, covering Jordan's Customs Tariff, is now available at Department of Commerce Field Offices.

Copies may be obtained on a loan basis from all Field Offices.

The Journal is a translation of the Jordanian Customs and Excise Law and Tariff Rates, amended to December 1964, and issued by the International Customs Tariff Bureau in Brussels. It is made available to member governments only.

***Washington Agencies That Help to Finance Foreign Trade. 4th. Ed.* Bankers Trust Company, New York. 28pp. Free.**

The booklet covers the Export-Import Bank, Agency for International Development, Commodity Credit Corporation, World Bank, International Development Association, International Monetary Fund, International Finance Corporation, Inter-American Development Bank, and the Department of Commerce.

Write: Bankers Trust Company of New York, International Banking Department, 280 Park Avenue, New York, N.Y.

***American Chamber of Commerce in Germany Year Book 1965.* Published by Macnens Inc., New York. 46pp. $3.**

A listing of the 1,063 Chamber members, which also indexes their activities. This directory should be of interest to all U.S. firms operating in the German market.

Write: the American Chamber of Commerce in Germany, 4 Fasanenstrasse, Berlin 12.

A new 40-page booklet describing **Liberia: a Market for U.S. Products,** has been published by the Bureau of International Commerce. Single, free copies are available to INTERNATIONAL COMMERCE subscribers upon request from the Sales and Distribution Section, U.S. Department of Commerce, Washington, D.C. 20230.

***Organizing for Worldwide Operations.* Business International, New York. 80pp. $60.**

This report is designed to help every firm that competes in foreign markets by giving them practical guidelines to achieve more efficient allocation of personnel, technology and funds, and in coordinating investment decisions in foreign and domestic markets.

Based on the actual experiences of 50 firms, the booklet contains chapters on developing an organization plan, choosing an organization pattern, decentralizing versus centralizing authority, the profit center concept and the pros and cons of regional headquarters, planning effective staff relationships, organization for international marketing, and minimizing communications problems.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

***U.S. Direct Investment in France: an Investigation of the French Charges.* by Allan W. Johnstone. MIT Press, Cambridge. 128pp. $3.75.**

This book weighs the evidence supporting French charges that American companies are exercising excessive management control over their subsidiaries in France.

The events provoking the French reaction are reviewed and the dimensions of U.S. direct investment are examined, based on studies of 24 large American companies with French subsidiaries. The vulnerability of foreign investment to new French regulation is also considered by the author.

Write: The MIT Press, Cambridge, Massachusetts 02139.

***Japan and the United States in World Trade.* Warren S. Hunsberger. Harper & Row, New York. 492pp. $9.95.**

A detailed study of Japan's foreign economic relations, its foreign policies and trade with various countries (primarily with the U.S.) and the impact on Japan's domestic and foreign policies which the major changes in capital, technology and import trade are having. Appendix includes tables on balance of payments, foreign exchange movements and reserves, and 35 pages of analytical bibliographic materials.

Write: Harper & Row, 49 East 33rd. St., New York, N.Y. 10016.

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Calendar *for international traders*

March

29-31—20th Mississippi Valley World Trade Conference, Jung Hotel, **New Orleans.** Speakers: Thomas C. Mann, Under Secretary of State for Economic Affairs; Roy Gootenberg, Bureau of International Commerce.

30—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

30—Exporting Counseling Program, Chamber of Commerce Board Room, **Pittsburgh.** Sponsors: World Trade Council, Chamber of Commerce of Greater Pittsburgh; REEC.

30—"First-Step" Export Workshop Chamber of Commerce, **Little Rock, Ark.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

31—In-Office Meeting, Field Office, **Chicago.**

31—American Marketing Assn. International Roundtable, Hulling's Restaurant, **St. Louis.** Sponsors: American Marketing Assn.; REEC.

31—In-Office Export Expansion Seminar, Field Office, **San Francisco.**

31—Export Techniques Workshop, Field Office, **Houston.**

April

1—Milwaukee World Trade Club, annual meeting, Coach House Inn, **Milwaukee.** Sponsor: Milwaukee World Trade Club.

1—Export Procedures Course, Hotel Continental, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; International Trade Club of Kansas City.

1—St. Louis World Trade Roundtable, monthly luncheon meeting, Field Office, **St. Louis.** Speaker: Derrick Pritchard, British National Export Council. Sponsor: REEC.

1—In-Office Workshop on Export Expansion, Skokie Valley Industrial Assn., **Skokie, Ill.**

6—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

6—FCIB Round Table Conference, 1:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

6—Workshop on Export Credit Insurance, 9 a.m.-12 noon, Federal Reserve Bank, **Philadelphia.** Personal discussions on FCIA facilities, 2-4:30 p.m., Field Office, Philadelphia. Sponsors: REEC; American Institute of Marine Underwriters.

6—Export Documentation Workshop, Field Office, **Des Moines, Iowa.**

6—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

7—Pittsburgh Foreign Credit Club, dinner, Board Room, Chamber of Commerce Bldg., **Pittsburgh.** Speaker: John R. Heagen, Bureau of International Commerce.

7—Export-Import Bank's Role in Export Expansion, Student Union, Kansas State University, **Manhattan, Kan.** Sponsors: REEC; Field Office, Department of Commerce; Kansas State University.

8—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

8—Export Procedures Course, Hotel Continental, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; International Trade Club of Kansas City.

8—In-Office Export Conference, First National Bank, **St. Paul, Minn.** Sponsors: Field Office, Department of Commerce; REEC.

8—"First Step" Export Workshop, Field Office, **Memphis, Tenn.** Sponsors: REEC; Field Office, Department of Commerce.

9—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Optical Manufacturers Assn.; Field Office, Department of Commerce.

12—International Trade Workshop, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Pan American Airways; Small Business Administration; REEC; Field Office, Department of Commerce.

13—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

13—Automotive Exporters Club of Chicago, Builders Bldg., **Chicago.**

13—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

14—In-Office Workshop, 10 a.m.-12 noon, Field Office, **Cleveland.** Sponsors: REEC; Field Office, Department of Commerce.

15—In-Office Workshop on Export Expansion, Skokie Valley Industrial Assn., **Skokie, Ill.**

15—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

15—FCIA Conference, North Star Center, **Minneapolis.** Sponsors: Foreign Credit and Collection Chapter, North Central Credit and Financial Management Assn.; Minnesota World Trade Assn.

16—Export Workshop, Field Office, **Des Moines, Iowa.** Sponsors: Field Office, Department of Commerce; Greater Des Moines Chamber of Commerce.

20—Foreign Traders Assn. of Philadelphia, Inc., Pan American Week meeting, Sheraton Hotel, **Philadelphia.**

20—Businessmen's Consultations with members U.S. Trade Mission to Philippines, St. Regis Hotel, **New York.** Sponsors: Philippine-American Chamber of Commerce; Philippine Assn.; Field Office, Department of Commerce.

20—Foreign Trade Bureau, Chamber of Commerce, dinner, 6:30 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.**

20—All-day FCIA Workshop Field Office, **St. Louis.** Sponsors: FCIA; Marine Insurance Underwriters; REEC.

20—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

20—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

21—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

22—20th Annual Cleveland World Trade Conference, 8:30 a.m.-9 p.m., Sheraton Hotel, **Cleveland.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsors: Cleveland World Trade Assn.; Chamber of Commerce.

22—12th Annual New England World Trade Day Conference, Sheraton Boston Hotel, **Boston.** Sponsors: International Trade Assn. of New England, Inc.; Pan American Society of New England, Inc.; REEC; Field Office, Department of Commerce.

22—In-Office Meeting, Field Office, **Chicago.**

22—World Trade Club annual "Port of New Orleans Night, Louis IX Room, **St. Louis.**

22—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

27—Export Workshop, **Lorain, Ohio.** Sponsors: Lorain Port Authority; Chamber of Commerce; REEC; Field Office, Department of Commerce.

27—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

May

4—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

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